

Mr. Day | m

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

AUGUST 1, 1936



Cotinus Coggyria Purpureus

A. A. N. Convention Report

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AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

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CONVENTION HIGHLIGHTS.

For the past two or three years, nurserymen have been discussing a form of national organization which would make it possible to perform real work in behalf of the industry when the need should arrive. The revitalization plan for the American Association of Nurserymen had that purpose. But it was not put into practical form before the specific need arose.

Government activities in forestry nurseries, soil-conservation nurseries, quarantines, roadside development, taxation, etc., have required active representation of nurserymen at the nation's capital the past year. This has been performed by a volunteer committee of the A. A. N., which has done remarkably effective work. Still more is to be done, and at Dallas the need of a Washington representative was felt so keenly that it was proposed to raise funds voluntarily from the trade for that purpose without waiting for an organization to be set up which would in the course of time provide, perhaps, an adequate fund. Three excellent organizers were appointed by the executive committee to set about raising the money—Albert F. Meehan, Howard Chard and William Flemer, Jr. When a nurseryman has read and digested the report of the convention in this issue, including the president's address and the reports of committees presented, he will no doubt feel that his prompt contribution is in order.

Again, because of the need of publicity directed to the prospective buyers of nursery stock, it was strongly urged that funds be raised at least sufficient to provide a newspaper clip sheet, so as to get information about trees and shrubs before the public regularly, such as is being done in the same way by seedsmen and florists regarding their respective merchandise. Before another spring, such money should be raised, and doubtless will be, also in a voluntary way and outside as well as inside the association membership.

Of course, it would be simpler if the membership in the A. A. N. were sufficient to provide funds for the various activities through the contribution of dues, so that the volunteer efforts of individuals would not be required to

secure the money for these purposes. The information about the association's work given in this convention issue should convince any nurseryman of the vital part the organization plays in his own welfare, in maintaining his business, keeping down his costs and curtailing his taxes. Some of those savings might well be turned into the association's exchequer in the form of dues, for the individual nurseryman's own advantage, regardless of the form of membership.

The revitalization, or reorganization, plan was referred back to the executive committee by the convention at Dallas in order that a more complete and thorough study might be made and a form of organization presented which might be embarked upon without hesitation. But the formation of such a plan takes time, without endangering the structure erected by years of effort, and the consensus was to go slowly and do the job right, rather than run the risk of a poor result by hurrying.

Full presentation of the important addresses and reports before the convention is given in this issue so that several thousand nurserymen may inform themselves, by reading these pages, of the problems that beset the industry and of the work being done, largely by fellow nurserymen without recompense, to the betterment of conditions and to the advantage of the industry at large. These addresses and reports are published because they are important, and every nurseryman owes it to himself and to his calling to give them careful reading. These are critical times. Learn what is going on. Act to your advantage.

GETTING OUT THE MEMBERS.

Officers of state associations who rack their brains for ways in which to obtain a better attendance at meetings will be particularly interested in the report in this issue of the gathering at Shenandoah, Ia., July 8, when Nebraska nurserymen were guests of the Iowa State Nurserymen's Association.

At these state gatherings, more than a score of members is good representation at regular meetings. When a field day was held, including a visit to the fields of two large nurseries, an attendance of 138 resulted. Here is one way to get out the members.

WHITE PINE QUARANTINES.

Foreign plant quarantine No. 7, as amended, which prohibits the entry into the United States of white pines, currants and gooseberries from Europe, Asia, Canada and Newfoundland, and foreign plant quarantine No. 20, which prohibits the entry of certain pines from Europe, have been lifted by the United States Department of Agriculture. The order, signed July 20 by Acting Secretary of Agriculture W. R. Gregg, becomes effective September 1, 1936. Control will be continued under foreign plant quarantine No. 37, which provides that plants can be imported only under permit and such safeguards as are necessary to protect against the entry of various pests.

The Mirror of the Trade

Foreign plant quarantine No. 7 was promulgated in 1913, to prevent the introduction into this country of the white pine blister rust, which passes part of its life cycle on currants and gooseberries. The host plants of this serious plant disease can now come in under certain conditions without any risk of spreading it to new localities. Foreign plant quarantine No. 20 was promulgated in 1915 to prevent the entry of the European pine shoot moth. This insect pest is now established in some parts of the eastern United States.

COTINUS COGGYGRIA PURPUREUS.

Although the European smoke tree is universally offered in the American trade as *Rhus cotinus*, as designated in Standardized Plant Names, the latest authorities agree on *Cotinus cogggyria*, and the specimen illustrated on the front cover is the variety *purpureus*. This form gets its name from the fact that the feathery, fruiting panicles are darker purple than those of the type, also because the young leaves are purplish rather than pinkish as in the species.

The flowers are yellowish and inconspicuous, appearing in June and July, but are followed by the showy, plummy, purplish panicles that give the plant its name. These appear in July and August and often last a month. At that time, from a little distance, these shrubs truly appear to be enveloped by a cloud of smoke. Another valuable characteristic is the attractive autumn colors, chiefly yellow and purple, that are produced by the foliage. Normally the leaves are an attractive dark green and smooth to the touch. They are roundly oval to obovate, with the apex often slightly notched, and the margin is entire, not notched.

Mature specimens are usually twelve to fifteen feet high and often wider than that. They become picturesque as they grow older, this being accentuated by the thick branches which become gnarled with age. Seeds can be sown for reproducing the species, but root cuttings and layers must be resorted to for propagating the improved forms such as *purpureus*. The plants should be given a sunny position, with a well drained but not too rich soil. In fact, they are well adapted for planting in dry and rocky ground.

The European smoke tree is hardy in Massachusetts and northern Illinois, but when planted in northern sections it should be given a somewhat sheltered location. It is a fine bushy shrub that should find wider usage.

Secretaries of nurserymen's organizations, local, state or regional, are urged to send in announcements and reports of meetings and other activities. The trade the country over turns to The American Nurseryman for this news, and you will aid your own association by putting it before them. The inclusion of as complete news as possible in this widely read magazine will be a most effective means of trade unity.

AMERICAN NURSERYMAN

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The Chief Exponent of the American Nursery Trade

*The Nurseryman's Forte:
To Make America More Beautiful and Fruitful*

VOL. LXIV

AUGUST 1, 1936

No. 3

A. A. N. Convention at Dallas

Government Activities Affecting Nurserymen Cause Decision to Raise Funds for Washington Representative—Revitalization Plan Deferred

All that the Texans promised for the sixty-first annual convention of the American Association of Nurserymen was realized by the members at Dallas, July 20 to 23. Indeed, southern hospitality went to extremes, declared Past President Lester C. Lovett, for when he wished for a cooling breeze, the result was a 65-mile gale accompanied by rain approaching a cloudburst. This occurred about the time the early registrants were returning, late Monday evening, July 20, from their visit to Fort Worth's Frontier centennial celebration. No mishaps occurred, except that those already on their return by motor to Dallas had to proceed at slow pace and avoid fallen trees and signs, while those still at the exposition grounds were obliged to seek shelter for an hour or two and return in the early hours of morning. The feature of the Dallas exposition, the Cavalcade, huge depiction of Texas history, required three days to rebuild, and therefore many missed seeing it.

Opening Session.

But everything was in readiness for the opening session of the convention at the Adolphus hotel, Tuesday morning, July 21, except for a slight drip in the lobby where two of the buildings joined. The heat of 104 degrees preceding the storm was allayed by an air-cooled lounge room for the nurserymen and a similarly conditioned registration room, where Charles Sizemore greeted A. A. N. members and Mrs. Thomas B. Foster, secretary of the Southwestern Association of Nurserymen, conducted the entertainment registration.

President Miles W. Bryant called the convention to order, and after an invocation, the formal address of welcome was delivered by J. M. Ramsey, Austin, president of the Texas Association of Nurserymen. He recalled that the association had met at Dallas, thirty years before, when the arrangements committees, under C. C. Mayhew as general chairman, dispensed hospitality only rivaled at conventions in much later years. He told of the welcome the nurserymen of the state extended now, proud of the history of their commonwealth, being currently portrayed in centennial expositions.

The response by John Fraser, Jr., Huntsville, Ala., was eloquent, though

in few words. As a boy, he had attended the convention at Dallas thirty years before and, having partaken of the hospitality then, of the present welcome he "was not worried at all."

Announcements for the committee on arrangements were made by J. O. Lambert, Jr., in behalf of Edward L. Baker, general chairman. The welcome to Tyler on rose day, after the close of the convention, was delivered by Howard J. Brown, secretary of the Tyler chamber of commerce.

Officers' Reports.

Miles W. Bryant then delivered his address as president, published on another page of this issue. His able presentation of association matters, though lengthy, held everyone's interest throughout. At its conclusion, Vice-president Clarence O. Siebenthaler took the chair to entertain action on the address. Upon motion by Owen G. Wood that a committee be appointed for its consideration, the chair named

William Flemer, Jr., chairman; George C. Roeding, and Howard Chard.

Resuming the chair, President Bryant read a telegram reporting the death that morning of William Pitkin, president of Chase Bros. Co., Rochester, N. Y., and the assembly stood for a moment with bowed heads in his memory.

Charles Sizemore, reporting as secretary-treasurer, read the receipts and disbursements for the past year, which so closely balanced that the treasury showed a gain of about \$50 over the figure of a year before. New and reinstated members numbered fifteen during the year. As chairman of the vigilance and arbitration committees, he had no case brought before him in the twelve months. The treasurer's report was referred to an auditing committee composed of Louis Hillenmeyer, Ray Verhalen and William Natorp.

Government Activities Alarming.

For the Washington contact committee, Lester C. Lovett presented the report, published on another page, a record of outstanding performance.

Chet G. Marshall read the report of E. C. Hilborn, chairman of the committee on federal and state nurseries, also published in this issue.

Lloyd Stark declared the subject one worthy of discussion before members were "put out of the nursery business." E. S. Welch asserted that if the encroachment of soil conservation nurseries continued "we won't have any business." Arrangements under the shelterbelt program had permitted nurserymen to grow material for the government, and he thought such procedure should be generally followed.

Albert F. Meehan stated his belief that some legislation like the Jones-Norris bill, killed at the last session, would be introduced when Congress meets again. He recommended that the nurserymen appoint a committee to draft a bill suitable to them. President Bryant thereupon explained that the legislative and tariff committee, and the committee on federal and state nurseries were drafting such a bill. A conference of some nurserymen and forestry service officials had been held recently at Lincoln, Neb., and a rep-



Clarence Siebenthaler.
(President-elect, A. A. N.)

representative of the forestry service was at the Adolphus hotel conferring further with the committees mentioned.

Standardization of Grades.

Reporting for the committee on standardization of grades, E. S. Welch reported the publication of a new edition of the association's "Horticultural Standards" in the past year. He read the committee's recommendations for the reclassification of deciduous trees, to be published shortly. His motion for adoption and publication in the next issue of "Horticultural Standards" was approved.

George C. Roeding stated that the California growers were considering revising grades of roses, at least in offers to the public, from the current 1, 1½ and 2, to 1, 2 and 3.

Report on Revitalization.

An entertaining address by the Hon. William McCraw, attorney-general of the state of Texas, enlivened the afternoon session.

Then the members got down to the serious business of considering the report on revitalization plans presented by Donald D. Wyman, North Abington, Mass., for the executive committee. In a preliminary statement, Mr. Wyman stated the purposes of reorganization proposals were to secure in one body the largest representation of the industry, to afford small nurserymen participation in a national unit and to make the A. A. N. thoroughly representative of the industry. He referred to the thorough discussion of the matter in President Bryant's official address.

Obstacles in the way of a uniform group set-up which should be country-wide were, Mr. Wyman stated, that there were local organizations only in the thickly populated eastern states, that state organizations existed in not many more than half the states and that there were but few regional organizations.

Instead of a prospective membership of 7,000, study of trade membership revealed that 2,500 was nearer the ultimate total. Such a membership could not provide the funds necessary for the activities considered desirable if dues were not much more than \$5 per year.

Yet national unity was advantageous in binding the industry together, inducing coöperation and concentrating efforts and organization funds. It would bring strength and progress.

He proposed first to present the so-called New York plan, and some of its

provisions were read. Then Louis Hillemeyer called attention to the fact that the so-called Chicago plan was the later revision by the executive committee, and Lloyd Stark moved its consideration.

President Bryant took the floor to explain that the executive committee was not submitting a plan with recommendation for its adoption. The two plans had been published last March in the hope that resulting comments would enable the committee to make final revisions. But virtually no response was received. So the intention was to obtain the convention's ideas as to the proposals in the two plans.

Action Again Deferred.

Robert Pyle spoke as representative of the Council of Eastern Nurserymen and of the Pennsylvania Nurserymen's Association, as well as an individual member of the A. A. N. He said the organizations named awaited a reorganization plan in which they could join, and if the A. A. N. would produce such a plan, despite what seemed to him some reluctance toward that action, an organization truly and widely representative of the industry would follow.

There was a vote to reconsider the early motions for discussing the plans and, instead, to discuss the matter generally. After a little debate, Mr. Pyle moved that the matter be referred back to the executive committee with the provision that such plan as was agreed upon be submitted to the various local, state and regional associations, with request for answer. Upon being seconded by W. C. Griffing, the motion was carried. While there was some disposition to ask for an early recommendation from the executive committee, the view of Albert F. Meehan prevailed, that it would be better to wait a year or two and do the job right, rather than hurry through an ineffectual makeshift.

Session on Highway Planting.

The morning session July 22 was devoted to discussion on highway planting. Three important landscape officials gave addresses, each one of high interest and much information.

J. M. Bennett, superintendent of parks and forests for the board of Wayne county park commissioners, Detroit, Mich., spoke on "Roadsides, the Front Yard of the Nation." Roadsides may be considered the front yard of the nation, because they are constantly viewed by the public in the use of more than twenty million passenger automobiles. Their development from the standpoint of beauty, as well as utility, was discussed fully in his address, which will be published in the next issue of *The American Nurseryman*. Lantern slides showed some of the excellent work done in Wayne county.

Jac L. Gubbels, landscape architect of the Texas state highway department, Austin, in his talk on "Highway Plantings in the Southwest," stressed the fact that plantings might be utilitarian, also, from the standpoint of safety and driving comfort. A summary of his address will appear in the next issue.

More general in scope was the talk on "Landscape Development in the Southwest," by R. C. Morrison, city forester of Fort Worth, whose interesting address was a feature of the Cincinnati convention a year ago. Mr.

Morrison said he had learned much about the peculiar regional conditions of Texas since coming from the north eleven years ago. The problems in landscaping were several, he said. By erosion, the soil has been washed down to the lowlands, while the favored residential places are on the heights, where there are comfortable breezes and safety from floods, but only poor, rocky soil. So it is necessary, in landscaping school grounds, to remove about fifteen inches of rock and replace it with soil brought from the lowland. The prevalent root-knot disease is another problem, though plant material from nurseries is free of it. Then there are hot drying winds, insects in greater numbers than in the north, and the danger of freezes after premature spring weather, such as greatly damaged the Fort Worth rose garden this year.

Another problem is fitting landscape design to the native materials and situations, and still another the public opinion that it is useless to plant because of the few shrubs available. The materials available, in plants, rocks and water, were illustrated by lantern slides.

Group Sessions.

The afternoon was devoted to group meetings, the landscape contractors under the chairmanship of Owen G. Wood; wholesalers, Howard Chard, and retailers, Paul Stark. From a dozen to a score participated in each group.

The retailers voted a resolution, placed before the convention next day, authorizing the market development committee to solicit voluntary contributions to provide a press clipping service to newspapers throughout the country, through the National Garden Bureau, to gain the valuable publicity thus cheaply to be obtained.

Both the wholesalers and the retailers passed resolutions on the desirability of a Washington representative for the A. A. N., considered at the general session next day.

Final Session.

The final session, Thursday morning, July 23, opened with a talk, straight from the shoulder, on "Improvement of Varietal Descriptions in Nursery Catalogues," by Dr. A. S. Colby, of the department of horticulture at the University of Illinois. In his address, published on another page, he called attention to the glowing descriptions used to make sales, but likely to produce disappointment and distrust in buyers. He termed even worse the



Owen G. Wood.

(Re-elected to A. A. N. Executive Committee.)



James Ilgenfritz.

(Elected to A. A. N. Executive Committee.)

practice of renaming varieties, adding to confusion and leading to further distrust on the part of the public. He thought catalogues might be made much more valuable by including information on a plant's soil requirement, its hardiness, the latitude where it thrives, etc.

Committee Reports.

Committee reports presented showed the effective work in a number of directions carried on by the association through these groups of members. In the absence of D. B. Cole, Painesville, O., Secretary Sizemore read his report on trade relations with landscape architects, referring especially to contacts made at Washington with those officials concerned with highway landscape work. The advisability of coöperation was stressed.

For the legislative and tariff committee, Chet G. Marshall, Arlington, Neb., recommended that contacts be made so as to produce legislative enactments which nurserymen can support, rather than late efforts to combat ill prepared and unsatisfactory bills. Steps should be taken to have changed the practices of soil conservation officials. After reading his short report, he made an appeal to nurserymen to establish friendly contacts with the forestry officials of their respective states. It had been found in Nebraska possible to work smoothly in coöperation, even under the Clark-McNary act.

B. J. Greening, Monroe, Mich., rose to declare that nurserymen should not be expected to coöperate with those who are their servants in the government. Instead, the industry should demand its rights. He asserted there was no more reason for the government to go into the nursery business than into manufacturing lead pencils or battle-ships. The government contracts in advance for the production of those needs and can do likewise on nursery stock.

For the committee on botanical gardens and arboretums, Robert Pyle, chairman, presented for the record a list he had compiled of the principal arboretums in the country. This he supplemented with comment on the educational value of such institutions and on the slow progress in establishing the national arboretum at Washington. He urged that nurserymen try to have trees and other plants in their local parks suitably labeled.

For the quarantine committee, Albert F. Meehan, Dresher, Pa., submitted the report, presented on another page, and supplemented it with the statement that nurserymen should not be alarmed by threats of quarantine when a new pest is found in their state, but write him for suggestions as to procedure.

Inasmuch as Henry B. Chase was called home, his report for the committee on coöperation with federal entomologists and the United States Department of Agriculture was read by Henry Homer Chase. While little had been done with the entomologists, he reported on trials of new strawberries being made and stated that the root-stock tests in California had been discontinued.

F. R. Kilner read his report for the necrology committee.

On President's Address.

For the committee on the president's address, William Flemer, Jr., Princeton,

N. J., reported indorsement of the recommendations it contained. It suggested that the committee to coöperate on A. A. N. publicity be composed of the secretaries of affiliated associations. Recognizing the necessity of effective steps to stop the increase in state and federal nurseries, the committee recommended that statistics be compiled and funds provided for that purpose, so that the state associations might be aroused as to this serious situation.

In this connection, Lloyd Stark introduced the resolution from the wholesale growers' group, recognizing the necessity of prompt action to employ a representative at Washington to watch out for legislation "that might put us out of business." For that purpose was suggested the appointment of a sub-committee by the executive committee to raise funds by voluntary contributions, the suggested amount being a sum equal to a year's dues. Harry Malters, Monroe, Mich., reported that the retail group approved such a plan.

R. D. Hartman, president of the Pacific Coast Association of Nursery-

ago \$25,000 had been raised, and the present emergency is as important.

Interjecting a different thought, William Flemer, Jr., said no campaign could be won purely on a defensive basis, and the current action would be temporary. Nurserymen should formulate a practical forestry program. When hundreds of square miles were devastated by a forest fire, reforestation by setting out small trees was slow and inadequate. New vegetation should be first started by broadcasting quick-growing grass seed by airplane and then sowing tree seeds in similar manner.

Finally Howard Chard moved that the president appoint a committee, the number to be determined by the executive committee, representative of all sections and branches of the industry, to collect voluntary subscriptions for maintaining a Washington representative. The motion was carried, and immediate action was urged by a half-dozen speakers, and when William Flemer, Jr., moved that an opportunity be given to subscribe now, a rising vote indicated that most of those present wished to do so.

Renew Publicity.

A. F. Weston, Neosho, Mo., presented for Paul Stark the resolution adopted at a group meeting the preceding day, that the market development committee, under the direction of the executive committee, be authorized to solicit voluntary contributions for a newspaper clipping service. The motion was promptly carried.

Calling attention to the San Francisco exposition to be held in 1939, George C. Roeding presented a motion that the association be represented by an educational exhibit, without expense to it. After some discussion, unanimous approval was given.

Election of Officers.

The report of the nominating committee presented by W. G. McKay was unanimously adopted, resulting in the election of Clarence O. Siebenthaler, Dayton, O., as president, and Edward L. Baker, Fort Worth, Tex., as vice-president; on the executive committee, Owen G. Wood, Bristol, Va., and Miles W. Bryant, Princeton, Ill., for two years, and James Ilgenfritz, Monroe, Mich., for one year to complete the term of Edward L. Baker, and as trustee, William Flemer, Jr., who succeeds himself for a three-year term.

The division of the nominating committee, which is composed of delegates of the state and regional affiliated organizations, was so close on the next meeting place—Toronto leading by one vote over Chicago—that the report was amended by vote of the convention, and the 1937 convention will be held at Chicago, Ill.

Thanks to the Hosts.

President Bryant, in closing, made specific expression of thanks to those who had made the convention so successful. These were included in the coöperating organizations, the Southwestern Association of Nurserymen, the Texas Association of Nurserymen and the East Texas Rose Growers' Association. The last-named not only contributed generously in a financial way, but as liberally in sending blooms from



Edward L. Baker.
(Elected Vice-president, A. A. N.)

men, said he expected more comments like those of Mr. Greening, declaring that he "boiled at government interference," about which he knew full well, having left the government service for the nursery business. The cost of production, he asserted, is one-third more in government than in private nurseries. His observation convinced him of the pitiful waste in erosion-control nurseries. The legislative angle provides the association's most important service, he believed, and increased membership should be sought on that basis.

Must Meet Emergency.

The serious situation demanded action, stated Albert F. Meehan. The Jones bill had been killed, it is true, but something like it will come up again. Nurserymen should get right on the job, through a special committee and a special fund from others as well as members. To meet the Japanese beetle situation in the east a few years

members' fields to adorn the hotel during the convention. The arrangement of the roses was the more effectively made because of the assistance of Otto Lang, of the Lang Floral & Nursery Co., Dallas, president of the Florists' Telegraph Delivery Association, which will meet at Dallas in September. He received recognition at the concluding banquet.

A sign in the meeting hall referred to the special hospitality fund created by the East Texas Rose Growers' Association, Baker Bros. Nursery, Fort Worth; Texas Nursery Co., Sherman, and Verhalen Nursery Co., Scottsville.

Social Events.

Entertainment was bountiful because of the centennial exposition at Dallas, at which July 22 was declared nurserymen's day, and the Fort Worth Frontier centennial celebration, to which a trip was made July 20. On the same journey a visit was made to the Fort Worth botanic garden and the rose garden in Trinity park. A barbecue supper was provided on the shore of Lake Worth.

The ladies were entertained at a luncheon and style show in the Peacock Terrace of the Baker hotel, July 21, and at a marionette show and tea, July 22, in the Chrysler building at the centennial exposition.

The final event was a banquet and dance on the roof of the Adolphus hotel, July 23, attended by 180.

Tours were arranged for those who wished to see the city or visit neighboring nurseries. In short, southern hospitality was thoroughly displayed.

Trade Exhibits.

In the rear of the meeting hall were set up several booths for trade exhibits. Two of them contained cut blooms of roses, from the East Texas Rose Growers' Association, Tyler, and the Verhalen Nursery Co., Scottsville. These were scarcely necessary in view of the baskets, bowls and boutonnières of roses throughout the hotel.

The Standard Fence & Mfg. Co., Lufkin, Tex., exhibited woven lath shading

for the protection of seed beds and seedlings.

Seedling stocks of apple, pear, cherry and plum, from the Pacific Coast Nursery, Portland, Ore., were shown by John Holmason, president.

Robert Pyle showed members a pot of the baby rose, Tom Thumb, in flower.

Rose Day at Tyler.

On the day following the convention, July 24, two bus loads of nurserymen, plus a number in private cars, journeyed to Tyler, ninety miles eastward from Dallas, to see the extensive rose fields there. There are in the neighborhood of 100 rose growers at Tyler, operating from one or two to many acres. It seemed that most of them were at the park with their automobiles to take the visitors around. At any rate, preparations were ample.

The Tyler chamber of commerce first entertained the visitors at a chicken barbecue, and the chicken was delicious. As part of the fields are on one side of town and part on another, the trip was in two sections. The line of cars wound through the sandy ruts in the rose fields, making possible close examination of the vigorous plants and multitude of bloom. The chamber of commerce states there are over seven million bushes in the Tyler fields, and after seeing all they did, the visitors were ready to concede the figure.

The tour was capably directed by J. A. Bostick, president of the East Texas Rose Growers' Association, and a committee composed of M. S. Shamburger, H. L. Stell, W. B. McGinney, J. G. Atwood, A. F. Watkins, Carl Shamburger and Homer Eikner.

Going through the town of Tyler, the visitors saw construction on the amphitheater in Bergfield park for the use of the Texas rose festival in its ceremonies next October. The amphitheater will seat almost 5,000 and provide a beautiful setting for the festival.

Stop at Scottsville.

A good many nurserymen also stopped at Scottsville, about seventy-five miles farther east from Tyler, where the Verhalen Nursery Co. has six hundred acres in roses, shrubs, evergreens, cannas and narcissus bulbs. The budded roses make vigorous growth in the clay soil which is but a few inches beneath the surface. A large variety of handsome evergreens for landscape use covered extensive blocks. Acres of cannas in the popular varieties are being produced this season in response to a returned demand. Several million narcissus bulbs were already dug and in the storage trays.

Of special interest were the new patented roses. Sterling, the E. G. Hill Co. seedling, is an excellent pink, fragrant, of fine bud form and on long stems that would make it suitable for florists' as well as garden use. Of the Hillock hybrid seedlings, Nellie E. Hillock is a good pink color and exceptionally vigorous, making a good bush and said to be resistant to disease and weather. Black Knight is a dark red, probably as dark a color as a rose produces.

SOUTHWESTERN ELECTION.

The annual meeting of the Southwestern Association of Nurserymen, held in connection with the convention of the American Association of Nurserymen at Dallas, Tex., July 22, was limited

to the election of officers. Lige Glass, Farmersville, Tex., was elected president; Leo V. Conard, Stigler, Okla., vice-president; Mrs. Thomas B. Foster, Houston, Tex., secretary-treasurer, and J. W. Erwin and J. O. Lambert, Jr., Shreveport, La., executive committee. The 1937 meeting will be held at San Antonio in June.

The only other action taken was with regard to the nearly barren Horticultural building at the centennial exposition. Disappointed by the lack of exhibits in the handsome structure, the members voted to sponsor a movement to secure displays to fill the museum during the remainder of the exposition.

The new president of the Southwestern association, Lige Glass, is a member of the firm of Hendrix & Glass, Farmersville, Tex., conducting a nursery and florists' business for the past twenty years. The firm's specialty is pot-grown lining-out evergreens, all plants being grown in open pots in beds for one season before being offered to the trade. Mr. Glass served the past year as vice-president of the organization.

EAST TEXAS ROSE GROWERS.

J. A. Bostick, Tyler, Tex., was reelected president of the East Texas Rose Growers' Association at a recent meeting of the organization. Other officers elected were: Vice-president, C. S. Shank, Tyler, and secretary-treasurer, J. W. Shank, Tyler. Directors elected were: M. K. Strather, Jacksonville; W. B. McGinney, E. N. Shufford and M. L. Balch, Tyler; M. M. Kidd, Winona, and E. V. Kimbrow, Willa Point. The association now has a membership of seventy-four rose growers in the area of which Tyler is the central community.

The offices of Waynesboro Nurseries, Inc., Waynesboro, Va., have been moved from the Citizen-Waynesboro Bank & Trust Co. building to the Barger & Brannan building. This firm, headed by E. M. Quillen, recently purchased the holdings of the Titus Nursery Co.



J. O. Lambert, Jr.
(Retiring President, Southwestern Assn.)



Lige Glass.
(President-elect, Southwestern Assn.)

A. A. N. President Reviews Year

Frank and Thorough Discussion of Association Problems in Official Address by Miles W. Bryant Commands Entire Trade's Notice

One thing which has impressed me more than anything else during the year that I have served as your president is the splendid and whole-hearted cooperation which I have received from the various chairmen of committees and from the other members of this association who have been called upon to give of their time and effort for the common good of the industry. Even though this association were not handicapped by lack of finances, it would be impossible to hire the interest and effort which so many have put into the association during the past year, and I only wish that time would permit a proper acknowledgment of all of that work here. Much of it can, however, be read between the lines of the committee reports.

Washington Contact Committee.

Of the work of one committee, however, I should like to speak. For several years the presidents of your association have recommended that, as soon as finances would permit, a permanent representative, who could devote his entire time to the interests of the nursery industry, should be located in Washington. It is needless to say that that goal has not been attained during the past year, and yet we have been fortunate in our contacts there, thanks to the interest which your last past president, Lester C. Lovett, has taken in maintaining the contacts which he built up during the two-year term of his presidency. His work and the work of his Washington contact committee have been invaluable to the association. One of our friends in Washington has referred to it as the "wheeling" committee that he has ever come in contact with. Certain it is that the committee members have accomplished wonders in their contacts in Washington, and I sincerely hope that the work can be continued in the way that it has been developed to date, until such time as finances will permit of a permanent representative in Washington.

Social Security Act.

The liability of the nurserymen to the pay-roll tax under the social security act has been one of the important questions before this association this year and one which has taken much of the time of the Washington contact committee. Mr. Lovett, in the report of his committee, will tell you what has been done, what has been accomplished and what remains to be accomplished along this line. Suffice it here to say that the work of this committee on this one thing alone promises to repay all nurserymen far more than the present cost of membership in the association.

When I accepted the gavel of this association at Cincinnati a year ago, I told you that, to my mind, one of the most important objectives toward which we should strive during the coming year

was increased membership, for increased membership meant increased financial ability, and increased financial ability was the prerequisite without which so many of the desirable objectives for the association, which had been discussed at that convention, could not be attained.

Membership.

I regret that we cannot point with pride at this time to a materially increased membership. It is not through want of effort on the part of the membership committee. My own files contain the records of better than 550 letters written on this subject alone. And yet the membership has only been increased to a slight extent.

Many reasons have been advanced for our inability materially to increase our membership during the past year: That the nursery business has not recovered to the place where added membership can be expected, that many are waiting for the outcome of the proposed reorganization of the association in hopes that they may become members under more nominal dues, that the association holds out nothing to the prospective member from which he may not benefit by remaining outside the association, that the association is not doing anything for the rank and file of the industry. Undoubtedly, all of these things or, rather, the belief that they exist, has affected the results of our campaign during the year just closed.

My own activities along this line and the answers which I received to many of the letters which I have written have convinced me of several things. One is that the greatest possible membership will not be attained until the

association finds some important activity from which no nurseryman can gain any benefit unless he is a member of the association.

Provincial Attitude.

Too many of the activities of this association at the present time benefit all nurserymen whether they are members of the association or not, and it is a natural trait of most people not to be willing to contribute to anything which will be given to them anyhow, whether they contribute or not. Another is that many nurserymen are extremely provincial in their attitudes—they cannot see beyond the limits of their own particular business interests, which, in many instances, are restricted to small areas; they cannot realize that any national association must work for the interests of the industry as a whole and cannot break off on some tangent that will benefit but a few of its members to the direct detriment of others.

There has been considerable criticism of the association, for instance, and considerable objection by some nurserymen to joining the association, due to the fact that the association did not succeed in developing a marketing agreement at the time that that matter was so thoroughly discussed a few years ago. And yet, even those insisting that the American Association of Nurserymen should be ostracized for its failure to develop such an agreement have widely varying and apparently irreconcilable ideas on this one matter.

But more important, unquestionably, it points to one serious lack of action on the part of this association—we have not properly publicized what the association has actually accomplished for the nursery industry.

Publicity.

Last year at Cincinnati, as a part of the report of the revitalization committee, the association adopted the following resolution: "In order that the membership may be more fully informed of the activities of the association, we further recommend that a confidential report setting forth the activities and achievements of the American Association of Nurserymen (and its affiliated organizations) be supplied to each member at regular intervals." In accordance with the instructions contained in this resolution, "News for Nurserymen" was resurrected as a confidential bulletin for the membership and has been regularly issued since September 1, 1935.

Now, the editing of house organs of this type requires a special editorial and news-gathering ability. Secretary Sizemore has done well with the facilities at his command, but he needs help to make the "News" what it should be. Your president realizes that he has been of little help in this regard and, with that in mind, recommends to the incoming administration that a com-



Miles W. Bryant.

mittee be appointed to assist and advise Mr. Sizemore on this matter.

But "News for Nurserymen" covers only publicity within the membership itself. We need, even more, publicity within the trade outside the membership. To that end I should also recommend to the incoming administration that some arrangements be made to supply the trade papers with adequate information relative to the activities and accomplishments of the association. The trade papers are more than glad to take care of any such information which is sent to them, even complaining that it is not more easily obtained. Unquestionably, we are missing a valuable opportunity to aid the association when, as has been done in the past and, we must confess, has been done in the past year, we have failed to take advantage of the possibilities for publicity which the trade papers offer to us. If adequate use is made of these facilities, much of the complaint that the association is accomplishing nothing will be replaced with a realization that it is actually accomplishing much more for the benefit of the entire industry than seems possible from the financial backing which it receives.

State and Federal Nurseries.

Your legislative committee and your committee on state and federal nurseries will report to you that they have succeeded in preventing the passage of another bill which would have seriously increased government competition with legitimate nursery industry. They will also report to you unanimous coöperation from all nurserymen when the necessity of combating a bill of that type comes up. We are all opposed to the idea of government competition, and so far, this association has succeeded in stopping many undesirable bills just on account of that unanimous opposition. But do we really know to just what extent we are being injured by the state and federal nurseries? What concrete argument could we offer if some one would suddenly require proof of the injury of government competition with the legitimate nursery industry?

Attorney M. Q. MacDonald, that good friend of this association who tells us he is kept so busy with the work of the paint industry that he can no longer serve this association and yet comes so quickly to the assistance of our committees when they need advice as to how to proceed in Washington, suggests that it would be much to the point to compile statistics covering the amount of stock actually grown in these federal and state nurseries, the amount which is actually used in the reforestation of public lands, the amount which goes into the reforestation of private lands, the amount which is distributed for purposes other than reforestation, the cost to the government and the cost to the consumer of such stock. He suggests that such statistics, while available from the reports which must be filed by these government-owned units, cannot be compiled in a day, that sometime we may need them badly and in a hurry, and that any such set of statistics would probably surprise even the nurserymen in the amount of government competition which they are facing. It is a long-headed suggestion, and I recommend that the cost of com-

piling such statistics be given consideration when the budget for another year is set up.

Should Assist Forest Service.

Another thought in connection with this study of reforestation—this association has only been active in the past in preventing the passage, where possible, of bills designed to widen the scope of government activity in the production of the stock. Unfortunately, many of these bills have been ostensibly designed to further reforestation and afforestation, and this association has been accused of being antagonistic to these activities. On the contrary, nurserymen, through the very nature of their business, are highly interested in the furtherance of these activities in their utmost development; they are actually only opposed to the thoughtless attitude of many of the proponents of these bills who give no cognizance to the fact that their lax wording may only too easily place the nursery industry under an even greater handicap of unethical government competition.

It has been suggested that it is high time this association should assist the forest service in the development of a bill which will accomplish the desired ends of reforestation and afforestation and, at the same time, will allow proper protection to the nursery industry. This suggestion is already being acted upon by the legislative committee, and progress along this line will undoubtedly be included in its report.

Nomenclature.

Standardized Plant Names has long been accepted as the official guide to plant and varietal names by many other organizations than the American Association of Nurserymen, though this association was largely responsible for its development. That it is now sadly in need of revision is well recognized and this has even resulted in several recent attempts by small specialized groups of plant enthusiasts to substitute other works developed for other purposes as their official guides. Several collaborating organizations, particularly the American Pomological Society, expect soon to revise the lists of approved varietal names in those parts of horticulture in which they are particularly interested.

While it can be easily recognized that little can be done by this association to revise the entire work until such time as the finances of the association are much improved, we must, nevertheless, recommend this work as being urgent and hope that it will have the necessary attention as promptly as funds will permit.

Standardization.

During the year a further revised issue of "Horticultural Standards of the American Association of Nurserymen" has been issued. There has, however, also become apparent the necessity for a further set of standardized grades which will go beyond anything which has been attempted to date and will set up standard specifications for the class of specimen material required by the highest class of landscape work. Many specifications coming out of

Washington, which even stated that photographs of each individual tree or plant which it was proposed to use must be submitted, ridiculous as they may seem, still point to the necessity of a set of standard grades which can be designated by landscape architects who wish only large high-grade specimen material. Work along this line has been started during the past year by your committee on trade relations with landscape architects. It is work which will require several years to complete and one which should have further attention from this association.

International Exposition.

Within the past six weeks, a series of meetings has been held in Chicago which have resulted in the setting up of an organization which, it is hoped, may in future years lend a considerable influence to the popularizing of the entire field of horticulture—the International Horticultural Exposition, which proposes to develop for the entire horticultural field an annual international show which will do for horticulture what the International Live Stock Exposition has done for animal husbandry. Organized on a strictly not-for-profit basis as an educational movement, sponsored by the Union Stock Yard & Transit Co. of Chicago, which was largely responsible for the development of the International Live Stock Exposition to its present high standing, not only on this continent, but in Europe as well, the new exposition has already received the commendation and support of many leading horticultural organizations of this country and Canada, of the United States Department of Agriculture, of numerous state and provincial agricultural colleges and experiment stations, state departments of agriculture, etc. Its advisory committee is headed by such outstanding horticulturists as Dr. J. C. Blair and Dr. August Koch. Its first show will be held in the International Amphitheater in the stock yards, Chicago, September 12 to 20, 1936. While it will, of course, be impracticable for the nurserymen to attempt to set up competitive classes of exhibits, this show may easily be developed as a distinct educational factor for the popularizing of fruit and ornamental plantings, and the movement at least merits the whole-hearted support of the entire nursery industry. I should recommend to this association that the executive committee be instructed to keep in close contact with this movement and to give it whatever measure of support it deems advisable.

Revitalization.

For several years the matter of the reorganization of the American Association of Nurserymen has come in for considerable discussion at the annual meetings of the association. At the Cincinnati convention, last year, the entire matter was placed in the hands of the executive committee by the motion of Robert Pyle, and that committee was instructed by that motion to study the matter further and to bring to this convention a plan whereby all of the nursery organizations of the country could be joined into one vertical organization.

In order that the executive committee might have the counsel of some of

(Continued on page 18.)

A. A. N. Work at Washington

Report of Washington Contact Committee Presented at A. A. N. Convention by Chairman Lester C. Lovett Summarizes Important Achievements in Past Year

It has been the pleasure of the chairman of the Washington contact committee to make numerous contacts in Washington at various times during the past year, and he wishes to acknowledge with a deep feeling of appreciation the helpful advice and suggestions which have been submitted by Attorney M. Q. MacDonald. In fact, he feels that he should frankly acknowledge that, without Attorney MacDonald's help, it would have been quite impossible for him to have accomplished anything worth while for the nursery industry. Also he feels that he should acknowledge the splendid cooperation given him by G. H. Collingwood and other fine men connected with the American Forestry Association. There has not been one occasion when your chairman has sought the help of Mr. Collingwood that such help has not been forthcoming in a willing and enthusiastic way. Indeed, it was largely due to the cooperation offered your chairman by Mr. Collingwood that a fitting sum was appropriated for eradication of the dreaded Dutch elm disease. Another man who has cooperated beautifully is Wilbur Simonson, who is associated with the bureau of public roads, under the supervision of which bureau large sums of money continue to be spent each year for roadside beautification.

Federal Housing Administration.

While giving credit to those federal officials who have shown themselves to be in sympathy with the views and wishes of commercial nurserymen, I feel I should make mention of the men who are associated with the federal housing administration whom it has been my pleasure to contact. As many of the members of this association are aware, within a week after my first interview with these splendid men, hardy ornamental nursery stock was included among the merchandise that one is privileged to purchase with funds borrowed through the federal housing administration; also much splendid publicity has been given by the federal housing administration as to the desirability of embellishment of home grounds. I am sure that this has resulted in the appropriation of many thousands of dollars for the purchase of nursery stock, which money would unquestionably have been used for other purposes excepting for the cooperation given your contact committee by these men.

Forestry Service.

It is also decidedly gratifying to your chairman that he is able to report in a thoroughly sincere way that we commercial nurserymen have received every consideration that we had any right to anticipate from those men associated with the forestry service, who were intrusted with the responsibility of starting the tremendous plains shelterbelt planting. Since Ernest Hilborn, chairman of your state and federal nurseries committee, will undoubtedly report in detail during the convention

regarding the much-appreciated consideration shown by the shelterbelt men toward commercial nurserymen, I shall not take up any more of your time in discussing this particular matter. I do, however, wish to say that I regret exceedingly that, apparently due to no fault of the forestry service, an obnoxious bill, known as the Norris bill, Senate No. 4723, was favorably acted upon by the Senate just a short time before it recessed. The supporting House bill, No. 12939, fortunately was promptly tabled by the agricultural committee of the House after it became evident that certain important parts of the bill in question could never meet with the approval of commercial nurserymen. At this time, I wish to thank the members and friends of this association who complied so promptly, and in so efficient a way, to telegraphic requests which were sent out over my name from Washington, but for which I was only partially responsible, Attorney MacDonald, Clarence Sieben-thaler, Owen Wood and Henry Chase having been in the front line trenches while this successful battle was being fought.

On two or three occasions it was my pleasure to contact various federal men, who are, or were, associated with the suburban resettlement administration. Other contacts should be made reasonably promptly, since, according to our understanding of the matter, at least three or four important planting projects will be started this coming fall by that particular group.

Internal Revenue Bureau.

Now I come to a matter which promises to affect seriously the pocketbooks of all of us nurserymen; that is to say, the social security law, which provides for the payment of rather heavy taxes. Fortunately, agricultural labor is exempt from taxation under the law to which I have just referred, and, therefore, Henry Chase, Clarence Sieben-thaler, Owen Wood and myself felt justified in pointing out, when we were

conferring with representatives of the internal revenue bureau, that field labor employed by nurserymen, being unquestionably agricultural labor, should be declared exempt from taxation under the act in question. At the informal hearing, which was granted us June 11, after having been splendidly advised by Attorney MacDonald, such convincing and forceful arguments were presented that we had the satisfaction of being informed by those men representing the internal revenue bureau that they would recommend that field labor, packing house labor and drivers of trucks; in fact, all types of labor employed by commercial nurserymen except possibly office labor, be exempt from taxation under the social security act. However, unfortunately, it may be as much as two months from now before we shall be informed in a positive way as to the final decision of the bureau of internal revenue regarding classification of the different lots of labor employed by nurserymen. In other words, we shall not know for possibly two months whether or not the report submitted by those men representing the bureau of internal revenue, who sat in conference with your committee, has been approved or amended by their superiors.

Soil Conservation Service.

In this brief report, I have made mention of practically all contacts made by your committee during the past year, except those made with the men associated with the soil conservation service, and I feel the less I say about those contacts, the better it will be. Those men apparently are determined to establish great numbers of federal-owned, or federal-controlled, nurseries for the production of millions upon millions of seedlings, rather than to look to commercial nurserymen for such merchandise. Frankly, it appears to me just as unreasonable for these men to set up these federal-owned plant factories as it would for some other group of federal men to erect factories for the production of automobiles or shoes or any other article now being produced and sold as cheaply as possible by commercial men who know their trade. Gentlemen, it is high time that we discontinue asking this group for consideration. I'm afraid that we shall never get anywhere without insisting upon receiving reasonable consideration, even if this may mean that we shall be obliged once more to appeal to our Senators and Congressmen.

In concluding this brief report, I respectfully recommend that provision be made for having a good, live contact committee during the next year. There is much valuable, important work for such a committee to do; in fact, a great many of the accomplishments of the past year may be nullified if no further action is taken on them.



Lester C. Lovett.

THE Westmont Nursery has been opened by Henry Sandrue at the corner of Traube and Richmond streets, Westmont, Ill.

Federal Activities Affecting Trade

Reports of Quarantine Committee, by Albert F. Meehan, and Committee on Federal and State Nurseries, by E. C. Hilborn, Presented at A. A. N. Convention

JAP BEETLE SITUATION.

A. A. N. Quarantine Committee Report.

The first matter under consideration of your quarantine committee the past year was a notice received October 14, 1935, calling for a hearing on the Japanese beetle quarantine, to consider the removal of restrictions or extension to include Illinois, Indiana, Ohio, Michigan, Missouri and North and South Carolina, the hearing being called for November 16 at Washington.

The wording of the notice caused considerable consternation among the nurserymen in the states above-named and among nurserymen within those states that were already under quarantine.

Your chairman attended a meeting of the Eastern Nurserymen's Association in New York called to discuss the situation, and after considerable deliberation it decided to ask that the federal quarantine be continued and that extension to the present zone be made as is shown necessary by the findings.

Your chairman also heard through Charles H. Perkins that there was considerable dissatisfaction with the quarantine in the south Jersey vegetable-growing section and felt that if the growers there thoroughly understood the situation they would not ask for a removal of the quarantine. Consequently, through the cooperation of Mr. DeWilde, of Bridgeton, a meeting was arranged at Bridgeton, attended by a number of the key vegetable growers of that state. Your chairman addressed this meeting and explained the dangers of the removal of the quarantine, showing that if the federal quarantine were removed the several states would then take independent action and in all probability place absolute embargoes. After considerable discussion the growers changed their ideas and agreed to ask for the continuation of the quarantine as it had been operated in the past.

November 15, the evening before the hearing, a conference was called, at which both nurserymen and state enforcement officers of practically all of the states affected were present. The ideas of the nurserymen and various state enforcement officers were clearly brought out, but as we did not have the actual figures showing the scoutings of the past year together with the findings of beetles, we could not come to any definite decision, except that all were in favor of continuing the federal quarantine.

The public hearing November 15 was well attended, and state representatives were in attendance from states as far west as the Pacific coast. A complete record of finds, together with the number of traps placed and their location, was given us at the hearing, and after looking it over and hearing the report of Mr. Worthley, the government enforcement officer, and securing the information as to just where the finds were made in the outlying states, your

committee asked that the present federal quarantine be continued and that only such additions as were absolutely necessary be made to the present zone and that all states outside of the zone be not placed under quarantine this year, but that they be given an opportunity for a year or two to take steps looking toward eradication, as we felt that they should have an opportunity to clean up and if their efforts were not satisfactory and results were not obtained they would be willing to accept quarantine and regulation after this preliminary period.

The results of the hearing were not published until early this past spring, and no quarantine was placed on Illinois, Indiana, Ohio, Michigan, Missouri, North and South Carolina. However, slight additions were made in Maine, New York, Maryland and Virginia, where beetles were found just outside of the present zone, but so far as we know, none of these additions worked any hardship on any of our members.

As the density of the infestation is now slight in outlying sections of the quarantine zone, I do not anticipate any large additions of territory, although it will be up to the states previously named to see that clean-up work is well done and that quantities of beetles are not found in those states this summer, as if infestations are again found this year with increasing quantities of beetles there is a likelihood that isolated zones will be established in some of these points.

Albert F. Meehan, Chairman.

GOVERNMENT NURSERIES.

A. A. N. Committee Urges Survey.

It would require more than the average volunteer committee to keep posted on the present activities of government in its many different set-ups, both national and state. The only thing that we can do is to concern ourselves with the outstanding activities that most directly and seriously affect the nursery industry.

The nurserymen's friend and shrewd adviser, M. Q. MacDonald, has made the helpful suggestion that the nurserymen should at once prepare a map showing the location of every established government nursery. To support this should go the necessary information showing from whence these nurseries derive their power and the extent of their activities. I believe that this should be attempted promptly. This information is highly important. Perhaps this should be undertaken under the direction of Secretary Sizemore's office.

It is evident that other new and important activities are contemplated by certain of the government departments. The work of a volunteer committee this past season has been of such deep importance to the nursery industry that we recommend to the executive board that a much larger budget be placed at the disposal of the committee on gov-

ernment nurseries so that it is prepared to meet sudden and unexpected emergencies. We urge that the executive board make proper provision for the support of the activities of this committee.

During the past year certain of the government activities have caused the nurserymen grave concern. Perhaps the one of most anxiety came through the introduction into Congress of the Jones-Norris bill. This bill was so loosely drawn and granted such wide powers that the forestry service could have gone into a general nursery business.

Lester Lovett and other committee members hastened to Washington and did most effective work. I have asked Mr. Lovett to make a special report upon this matter. Hence the activity of his committee will not be included in this report.

While the extension of government activities has given cause for worry, there have been some government activities that have proved to be a source of real satisfaction to the nurserymen who have been in a position to observe their work. The nurserymen have a real debt of gratitude to those United States foresters who have directed the activities of the shelterbelt. I am convinced that, could the nurserymen of the country generally have time to become well informed on this effort, it would meet with their whole-hearted support.

The activities of the shelterbelt project were confined to five western prairie states. From the first, the foresters in charge have conferred with and cooperated with the nurseries. Everything has been done to protect the nurserymen against any form of competition. On the other hand, they have purchased from the nurserymen through the middle west a vast quantity of nursery stock at fair prices. This has been a source of relief to nurserymen who were placed in the most difficult territory. In addition to outright purchases of nursery stock in large quantities for the shelterbelt planting, the foresters entered into leases for additional lands and equipment. These leases were profitable. They limited the use of the trees to the shelterbelt work and now, with the closing of shelterbelt activities, the trees will become the property of the nurserymen unless they are used for other similar purpose. They cannot be used for general distribution.

Now, the unfortunate situation exists that in the finest effort ever undertaken by the foresters, an effort in which they went out of their way to cooperate with nurserymen and in which they have played the game with us 100 per cent, their activities have been closed, and it looks to them as if the nurserymen had much to do with it.

We should face the situation fairly that the Jones-Norris bill or some other bill will be brought up in Congress this coming winter. We are of the opinion that it is up to the nurserymen to help the foresters work out a bill that will provide for reforestation, the establish-

(Concluded on page 13.)

Improvement in Catalogue Descriptions

Greater Accuracy Desired in Varietal Descriptions Used in Nursery Catalogues, Asserts Dr. A. S. Colby, of University of Illinois, in A. A. N. Convention Address

It has been well stated that a nurseryman setting out to write a catalogue has just three things to ask himself and to answer: What have you got to sell? Why should folks buy those things? Why should they buy these from you?

I propose to discuss some of the ways which appear to me to be helpful in the job which the nurseryman has—that of not only selling the planting idea, but also of selling the particular plants he grows.

I am not concerned at this time with the important question of size and make-up of the catalogue, although they are extremely important; this has been discussed at length by other and more experienced workers in this field. I am, however, greatly concerned with the possible improvement in the descriptive matter used to sell a particular variety, especially of small fruits.

Disease Resistance.

While I have been interested in the study of nursery catalogues for a number of years, reading with keen enjoyment and profit the early writings of such nurserymen as the late C. A. Green, I first followed up such a lead when I noted in an Indiana nurseryman's catalogue in the early 1920's that he offered the Quillen black raspberry as "resistant to disease." What disease? I learned through correspondence that anthracnose was meant. On a visit to the nursery in October, 1925, I found that Quillen was much more resistant to anthracnose than was Cumberland, the standard variety, plants of which were growing in an adjoining row. Quillen, however, is not resistant to certain other diseases, often serious if not fatal, and if offered as resistant to disease, the wrong impression is left in the mind of the reader or purchaser.

Partly as a result of this interest and in connection with my experimental work in small fruit culture at the Illinois agricultural experiment station, I began to study the whole question of more authentic small fruit varietal descriptions in nursery catalogues. With the cooperation of the Illinois Nurserymen's Association, some progress has been made. Several members of the association are using descriptive material in their catalogue which more adequately describes their offerings. For example, it is much more satisfactory to all concerned if the nurseryman, in describing a certain raspberry, states that it does not do well in the south, but is recommended for northern planting, that a certain grape produces a crop only if cross-pollinated and that another grape bears high-quality fruit, but is a weak grower.

Misleading Statements.

When variety after variety in a nursery catalogue is described in the same or similarly glowing terms, such as "the best of all," "fruit simply enormous in size," "a mortgage lifter," "the most wonderful ever introduced," the discriminating reader will hesitate before buying, but the uninitiated may plunge and usually will be disappointed and disgusted.

Other more specific statements not backed by experimental data are being

made in certain catalogues. When the Cuthbert raspberry variety, known to be relatively unproductive, is described as "very productive;" when the Mastodon strawberry, one of mediocre quality, is said to be "as near perfect in every way as a berry could be;" when a nurseryman states of the Aberdeen strawberry that "there is not a blemish of rust or disease that shows at any time," while we have experimental evidence that the variety is unquestionably susceptible to leaf spot, it is time that something be done to correct such misleading statements.

Renaming Varieties.

There is still another matter in this connection which should be touched upon briefly at this point. I refer to the unfortunate practice of some nurserymen's either renaming or redesigning certain small fruits, listing them in their catalogues under different names than were given to these particular varieties by the originators. Needless confusion is caused by such a practice, unfair both to the originator and to everyone concerned in growing and marketing the variety. Wholly aside from the feeling of a nurseryman that in some cases a small fruit, for example, has been given a name without sales appeal, it would seem that the nurseryman, as an agent in the dissemination of stock of that particular fruit, would be in duty bound to use the varietal name and certain pertinent descriptive matter originally used by the person who either found or bred the variety. The only benefit to the nurseryman who thus misrepresents the variety is the possibility of a temporarily increased sale of such stock. However, such a practice may in turn cause a loss of buyer confidence and permanent injury to his own business, with an indirect effect damaging to the whole nursery trade.

Good and Weak Points.

It must be understood, however, that not all nurserymen are at fault. A number of firms have made an excellent beginning in using carefully worded descriptions in which both the good and weak points of the variety are fairly stated. The effect of unfavorable seasons is explained, the soil type most advantageous is listed, and plant and fruit characteristics are described in such a way that the prospective grower, especially in the same latitude, may usually safely decide which variety offered is best for the particular purpose he has in mind.

It is recognized that the nurseryman has a difficult task in describing a small fruit variety. Varieties differ somewhat in certain plant and fruit characteristics, depending upon the stage of development and environmental conditions. Soil, climate and cultural care influence plant vigor and size and quality of fruit, and thus bear heavily upon the possibility of satisfactory and profitable crops. There are, however, certain well defined varietal differences, relatively constant, in all kinds of small fruits which may be noted by the well trained observer and be helpful in insuring true-to-name stock. For exam-

ple, J. D. Winter, of Minnesota, in the 1925 proceedings of the American Society for Horticultural Science, describes the plant characters he has found useful in identifying red raspberry varieties.

Temperature Map.

It is the nurseryman's job so to describe a variety that prospective purchasers in widely different sections of the country to which his catalogue goes may be properly advised as to the value of such a variety under their own conditions. For example, the relative hardiness of different kinds and varieties should be given considerable attention. This is a difficult but not an impossible task. Two suggestions are made which it is hoped will be helpful:

Alfred Rehder, of the Arnold arboretum, in his excellent Manual of Cultivated Trees and Shrubs, has inserted on page xxvii an outline map of the United States. On this map the area has been divided into eight climatic zones characterized by differences of 5 degrees in the lowest mean temperature of the coldest month. The zone boundaries are modified by elevation, river valleys and other natural features. Mr. Rehder believes that such a map may be used to indicate approximately the hardiness to cold of the different trees and shrubs which he describes in the manual. With some kinds and varieties of small fruits such as the Agawam grape limits are established by the minimum temperature rather than the mean minimum temperature reached during the winter. This is especially true when the plants are grown toward the northern limits of their adaptability. Again, southern limits are considered to be established by the mean maximum temperature during the hottest month of the summer.

Zoned Map for Catalogue.

The suggestion is made that a zone map of the United States can be prepared, which may be inserted in the nursery catalogue. In the catalogue different kinds and varieties may be listed as hardy in certain zones. By referring to the zoned map, the prospective buyer can ascertain to which zone his particular region belongs and consequently which fruits listed by the nurseryman may be expected to succeed there, other factors, of course, being favorable.

For many years the federal and state experiment stations in all sections of the country have been gathering varietal data, including productivity and fruit quality and insect and disease resistance, on many kinds of fruits under test. Such information is easily available in the published reports of station activities. Especially during the past few years, valuable information has been accumulated as to the performance of the new and promising small fruit varieties under widely different environmental conditions. Experiment station workers stand ready to be of assistance in advising nurserymen as to the value of any small fruits in any particular locality. It might be interesting to you in this connection to note

that a considerable part of the correspondence handled by station workers in fruits is with prospective buyers of your nursery stock. They wish to learn what we know of the value of a certain variety you have listed, for their particular situations.

Coöperation Growing.

During the past few years, the feeling of coöperation between nurseryman and station worker has been increasing. This coöperation has, in some cases, been so complete that the nurseryman has test plots on his own grounds where station workers carry out investigations which bear directly upon the adaptation and culture of a small fruit variety, stock of which the nurseryman has for sale. A report of such an investigation published in the catalogue of that nursery bears the mark of authority and is extremely helpful in building up buyer confidence.

Many times we have heard this statement: "A satisfied customer is the best advertisement." It is hardly necessary to state that a nurseryman is in the business to make a fair profit. The business is, or ought to be, a long-time business. If he will sell himself by omitting all balleyhoo and describing his stock in a fair, clear and sincere manner, with his statements backed up by experimental evidence where available, and with the new and untried varieties tentatively recommended for trial, he will sell his plants. Then his customers will be satisfied and will become his best advertisement.

FIELD DAY AT SHENANDOAH.

For Nebraska and Iowa Nurserymen.

Nurserymen of the state of Nebraska were guests of the Iowa State Nurserymen's Association at a field day at Shenandoah, Ia., July 8. The event proved to be the largest, most enthusiastic and most interesting meeting held in this vicinity in recent years.

One hundred and thirty-eight of the leading nurserymen thoroughly enjoyed a two-hour trip through the extensive fields of the Mount Arbor Nurseries and the Shenandoah Nurseries, which firms were hosts. Stops were made at points of particular interest and guides were at hand to answer questions about

methods, propagating, etc. Everything was open for inspection and full advantage was taken by the visitors to observe the modern methods employed. Visiting nurserymen had been invited to bring their propagators, foremen and other employees, and every effort was made to supply desired information.

The Welches and Lakes—the individuals behind the host companies—took the crowd to the Shenandoah Country Club for a good lunch at noon. Entertainment was provided, and all participated in a short business meeting and a snappy round-table discussion led by President Harry Russell and Vice-president Harold Welch of the Iowa association.

Retail nurserymen reported a satisfactory spring business. Everyone was optimistic, as more new homes are reported under construction than at any time in the past ten years. The prize was unanimously awarded to Cliff Smith, secretary of the Iowa association, who had recently visited an Iowa town of 6,000 where thirty-six new homes were being built.

The meeting was adjourned at 3 p. m. and the visitors were then free to roam around the nurseries and continue their study and observations. Light, cooling refreshments were served at Welches' and Lakes'. The air-conditioned club-rooms at the Mount Arbor establishment attracted most of the crowd after the extreme heat in the fields.

The visitors were most enthusiastic and insistent that another meeting be held at Shenandoah next summer. It was suggested that the opportunity be extended to include Missouri and Kansas nurserymen, also.

DESIRABLE HARDY PERENNIALS.

In the course of a recent lecture at Horticultural Hall, Boston, Mass., Alexander Cumming, Jr., of Bristol Nurseries, Inc., Bristol, Conn., mentioned what in his estimation are some of the most useful hardy plants to grow where a long succession of flowers is desired. Commencing with *Phlox subulata*, he mentioned *Blue Hills*, *Camla* (pink), *Vivid* and *Brilliant* (atropurpurea) as a fine selection. *Anchusa myosotidiflora* and *Actinea herbacea* are good things, while the double-flowering *Arabis* al-

pina (*flore-pleno*) is far superior to the single. *Doronicums* Mme. Mason and *excelsum*, *Trollius Ledebourii* Golden Queen, *Campanula Telham Beauty* and *Heucheras La Perle*, Mrs. Greenhall and *Rosamundi* are all good, Mr. Cumming said. *Gypsophilas Bristol Fairy* and *repens Bodgeri* are indispensable, and *Galium verum* is extremely useful to cut and use with delphiniums. The *hemerocallis* family is a valuable one, and *Hyperion*, *Mikado*, *Anna Betscher*, *Goldeni*, *Gold Imperial*, Mrs. W. H. Wyman, J. A. Crawford, Margaret Perry and *George Yeld* are extra-fine.

Outstanding among phloxes is the much publicized *Columbia*. Other excellent varieties recommended by the lecturer are *Salmon Glow*, E. I. Farrington, *Daily Sketch*, *Camillo Schneider*, *Saladin* and *Caroline Vandenberg*. Of the valuable dwarf asters, *Marjorie*, *Lavanda*, *Lilac-Time* and *Niobe* are excellent. Of the taller forms, by growing *Frikarti*, *Queen Mary*, *Red Rover*, *Charming*, *Freedom*, *King George* and *Maid of Athens*, a good range of colors will be had.

Besides *Anemone japonica*, September Charm and September Queen are well worthy of culture, Mr. Cumming stated. *Chrysanthemums* are extremely important, and of these *Jean Treadway*, *Amelia*, *Cavalier*, Mrs. J. Willis Martin, *Ruth Hatton*, *Barbara Cumming*, *R. Marion Hatton*, *Early Bronze*, *Miss Judith Anderson*, *Jewel*, *Red Flame*, *Louise Schling*, *Ceres*, *Daphne* and *Innocence* are good.

FOR use as a nursery in connection with the Meadowbrook cemetery, in Baltimore, Md., a 10-acre tract directly opposite has been sold by Dirk Lottman to Edward Gross.

JUNE 28 was set aside as visiting day by the Woodruff Nursery, Eugene, Ore., to acquaint the public with its new trial grounds and nursery, established on a 30-acre tract adjoining the Pacific highway.

JACQUES L. LEGENDRE, of Henry A. Dreer, Inc., Riverton, N. J., left July 20 for the Pacific coast, where he will visit rose-growing establishments. He will be on the lookout for anything new in perennials, bulbs, etc.



Nebraska Nurserymen Were Guests of Iowa Nurserymen July 8 at Field Day Event at Shenandoah, Ia.

GOVERNMENT NURSERIES.

(Concluded from page 10.)

ing of new forests, the planting of public areas around the many new artificial lakes and other activities of a strictly public nature. But, by working with the foresters in this manner, a bill could be presented this winter which we can support, and we should support it. If we neglect this, we can expect that some vicious bill, such as the Jones-Norris bill, will be passed in spite of us, and we shall be helpless to stop it.

The members of our committee have been in conference with the United States foresters. Tentative bills have been suggested. A proper bill will be of direct benefit to the country and to the nurserymen. It will use a lot of surplus stock from the nurseries situated in those regions where young forest trees are an important part of their volume.

I trust that at this convention the nurserymen will go on record as favoring and supporting a bill which will permit the foresters to carry on reforestation and afforestation for public purposes, provided such bill has the proper safeguards for private industry. This is the most important problem which confronts the present session of the American Association of Nurserymen in 1936.

There are two other government set-ups that need to be watched. First, the resettlement organization. Already in this Tugwell fairyland new nurseries are being set up to grow nursery stock for prospective home owners that are expected to be moved from poor lands to choice lands. We should be well informed on any nursery so established. Another is soil conservation. This title has a popular ring. Already many new nurseries are established and being established. It is important that the nurserymen keep careful track of these activities, for the restrictions upon the use of the nursery stock to be produced are loosely drawn.

There are many activities for which the administration is to be commended. Under F. E. R. A. and W. P. A. activities many parks, playgrounds, schools and highways have been beautified. These have proved outlets for surplus nursery stock. As a result, many fields have been cleared, and nursery laborers in the various nursery centers have been put back to work and are now employed caring for the new plantings.

We call attention of the nurserymen to the highway beautification program. The percentage of highway funds devoted to this purpose has been increased. The highway department is becoming pledged to more generous highway plantings. The nurserymen in each state should render assistance and offer suggestions for new beautification projects. This is a legitimate field to support.

In closing, I wish again to emphasize one thought. This is not a time merely to obstruct, but to help build. The temper of the country is such that trees are wanted in all the prairie regions. We can help to shape and work with such a program, so that it will be a benefit. Merely to obstruct means that we shall be crushed. The foresters have shown their desire to work with us. As shrewd business men and as good Americans, let us be equal to the problem that confronts us.

E. C. Hilborn, Chairman.

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MAKE THIS SPECIAL OFFER

Taxus Cuspidata Capitata (Upright Japanese Yew). The Japanese Yews we offer are of true upright form, each tree producing a leader. They are the hardiest and best evergreens for hedges; and for situations where they must remain for many years with little attention, their value cannot be overestimated. They may be sheared to almost any form desired. We have the largest single block specially grown for hedging purposes in the U.S.A.

	Per 10	Per 100
2-2½ feet	\$15.00	\$125.00
2½-3 feet	20.00	165.00
3-3½ feet	22.50	200.00
3½-4 feet	35.00	325.00
4-4½ feet	50.00	
4½-5 feet	60.00	

Available in specimens up to 8 feet.

Koster's Blue Spruce. This is the true grafted variety, which will not turn green. It shows a definite and enduring blue color.

	Each	Per 10
3-3½ feet	\$ 5.50	\$ 50.00
3½-4 feet	6.50	60.00
4-5 feet	8.00	75.00
5-6 feet	11.00	100.00
6-7 feet	14.00	130.00

Prices for larger sizes sent on application.

Pieris Japonica (Japanese Andromeda). Dwarf, bushy shrubs, bearing, both summer and winter, long panicles of buds, brownish-red in color, which develop into white flowers in the spring. Small dark green leaves.

	Each	Per 10	Per 100
1½-2 feet, bushy plants	\$2.00	\$17.50	\$150.00
2-2½ feet, bushy plants	3.00	27.50	250.00

Also specializing in Large-Flowering Clematis, Magnolias, Azaleas, Roses, Lilacs, Grafted Named Hybrid Rhododendrons, Evergreens, Perennials, Shade Trees, and many Rare and Unusual Plants.

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500,000 EASTERN-GROWN ROSES, including Hybrid Tea, Hybrid Perpetual, Polyantha and Climbing Roses of all the more popular, older varieties, also a wonderful assortment of newer sorts, all budded on that best of all understocks, Rosa Multiflora Japonica.

CALIFORNIA PRIVET, 2 years old, cut back when 1 year old; hence extra bushy and fine; also 3-year-old plants, twice cut back, hence carrying a great number of strong, bright branches.

AMOR RIVER NORTH PRIVET, 2 years old, cut back at 1 year old; consequently extra bushy and fine.

BERBERIS THUNBERGII, 2 years old, stocky seedlings; also 3-year transplanted plants of all grades.

AZALEAS, almost all the more popular, hardy and semihardy varieties.

EVERGREEN TREES in splendid assortment, including a very large supply of Biota Aurea Nana, Juniperus Stricta and Colorado Blue Spruce.

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CHINESE ELM SEEDLINGS

Now booking orders for our thoroughly matured, true, hardy North China strain of Chinese Elm seedlings. We specialize in them and know how to grow right and grade right. Carload rates to some point near you.

WASHINGTON NURSERIES Toppenish, Wash.

North Carolina Meeting

Fourth Annual Convention Includes Helpful Addresses and Interesting Trips to Nurseries

A group of seventy-five nurserymen from North Carolina, southwestern Virginia and eastern Tennessee attended the fourth annual two-day meeting of the North Carolina Association of Nurserymen, which was held at Linville, N. C., July 9 and 10. Meetings were held in the auditorium of the Linville Country Club and headquarters were maintained in the attractive Eseeola Inn, situated at the foot of Grandfather mountain, at an altitude of 3,740 feet.

M. L. Harkey, of the Harkey Bros. Nursery, Charlotte, presided over the morning sessions. President Harkey pointed to the seven successful meetings held by the North Carolina association during the past four years.

"Art Out of Doors" was discussed by S. D. Tankard, Jr., manager of the Howard-Hickory Co., Hickory, N. C. He pointed to the desirability of nurserymen's studying the use of lawn furniture as an aid to the planting of the outdoor living room.

"Native Perennials in Landscape Work" was the subject of a talk by G. Latta Clement, of the Nik-Nar Nursery, Asheville. Mr. Clement is a native plant collector of the mountains of North Carolina and has rediscovered several rare species in recent years. Mr. Clement described many native species of dwarf plants as adaptable to home and garden planting, especially in the rock garden. He also described the new fad of stump gardening.

J. Yates Killian, of the Killian Nurseries, Newton, N. C., and a pioneer nurseryman of the state, gave a demonstration of budding and grafting practice.

Proper varieties of fruits for the lower mountain climates were described by S. C. Clapp, director of the state branch experiment station at Swananoa, N. C. Mr. Clapp's supervisory duties of the station permitted him to observe fruit characters over a period

of twenty years and recommend certain definite varieties which nurserymen should propagate. Mr. Clapp was a nursery inspector of the North Carolina department of agriculture from 1910 to 1916.

P. J. A. Berckmans, formerly of the Fruitland Nurseries, Augusta, Ga., spoke interestingly of the adaptation of many species of ornamental shrubs and fruits which have been introduced into the United States during the past forty years. He pointed out that eighty per cent of the popular fruits and shrubs are of foreign origin. He exhibited a copy of a nursery catalogue issued by the Fruitland Nurseries in 1868 which listed 1,350 varieties of apples and peaches.

In the afternoon of the Thursday ses-



Dr. R. W. Leiby.

sion, field trips were made to the top of Grandfather mountain, which has an altitude of 6,400 feet, and to the large native plant nurseries of the Anthony Lake Nursery, Pineola; the Linville Nurseries, Linville; the Gardens of the Blue Ridge, Pineola and Ashford, and La Bars' Rhododendron Nursery, Jonas Ridge.

At night, a caravan of nurserymen journeyed to Jonas Ridge to observe the mysterious brown mountain lights, whose regular appearance in Burke county have defied solution by nationally known physicists and geologists.

The Friday morning session was opened by a discussion by Owen G. Wood, of the Wood-Howell Nurseries, Bristol, Va., on "The Nurserymen's Status Under the Social Security Act." Mr. Wood is a member of the committee of the American Association of Nurserymen appointed to study the act. He declared that laborers employed by a nursery would not come under the social security act. Office workers and salesmen of a nursery would be included in its provisions and, therefore, be subject to the tax if more than six such workers are employed.

A new disease known as mimosa wilt threatens the famed and valuable ornamental mimosa trees in the Carolinas, according to remarks made by Dr. George Hepting, forest pathologist of the Appalachian experiment station, Asheville. The disease is killing mimosa trees outright in Tryon, N. C., and one other community. State Entomologist Dr. R. W. Leiby stated that the department of agriculture is considering an eradication program of all infected trees and quarantine action to prevent the movement of mimosa trees from the infected sections.

Prof. G. M. Bentley, state entomologist of Tennessee and vice-president of the American Association of Economic Entomologists, brought the greetings of the Tennessee Association of Nurserymen as its secretary. He discussed interstate nursery trade from the standpoint of the spread of insects and diseases through nursery stock movement.

A continued need for coöperation among nurserymen was discussed by H. L. Nettles, of the Nettlewood Nur-

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has received the blanket endorsement of
rose fanciers throughout the United States

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which has an
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the An-
a; the Lin-
the Gardens
and Ash-
adron Nur-

eries, Asheville, and first president of the North Carolina association. He pointed out that coöperation is necessary to maintain fair prices for nursery stock, to secure legislative enactment of benefit to all nurserymen and to obtain fair transportation rates for the movement of plants.

Officers Elected.

Officers elected by the association to serve one year are: President, L. R. Casey, Goldsboro Nurseries, Goldsboro, N. C.; vice-president, J. Yates Killian, Killian Nurseries, Newton, N. C.; secretary-treasurer, Dr. R. W. Leiby, state entomologist, who was reelected for the fourth year.

These and L. P. Coulter, Newton, N. C.; L. A. Reynolds, Winston-Salem, N. C.; S. D. Tankard, Jr., Hickory, N. C., and the retiring president, M. L. Harkey, Charlotte, N. C., will serve as the executive committee.

The next meeting of the association will be held in January at Charlotte. The annual meeting next July will be held at Wrightsville Beach, N. C.

The Linville meetings of the North Carolina association were unanimously regarded as the most interesting and helpful of any held by this 4-year-old organization. Much enthusiasm was evident for the future of the nursery industry, all nurserymen present reporting a decided upturn in business during the past season. R. W. Leiby, Sec'y.

NORTH JERSEY CLAMBAKE.

Despite a precipitous shower and hailstones as large as hens' eggs, the first family picnic and clambake held by the North Jersey Metropolitan Association of Nurserymen was a huge success. The bake was held in Forest Hill park, July 14. One was impressed by the tremendous amount of work the entertainment committee had done to make the day a success.

Due to the great heat, most of the visitors were glad to get in the water for a swim, after which the entertainment committee opened its program of games and races, with plenty of prizes. The day was so full and so much was enjoyed that none of the picnickers complained of the soaking they got at the close.

The second event in July was a visit to New Brunswick, where Prof. R. B. Farnham prepared quite a program for us July 28. William Halliey, Sec'y.

LAKE COUNTY NURSERYMEN.

Paul J. Shumaker, of Call's Nursery, Perry, O., was elected president of the Lake County Nurserymen's Association at the annual meeting of the association held recently at Painesville, O. He served as vice-president of the group during 1935-36. Elected to office at the meeting also were R. P. Cook, Geneva, vice-president, and Charles Kallay, treasurer. Dorr Cone was returned to his post as secretary.

Members voted to entertain the Ohio Nurserymen's Association at the annual summer convention in Lake county late in August and to invite western Pennsylvania nurserymen to attend. An entertainment committee was chosen, composed of L. P. Brick, A. N. Champion, Paul Kallay, Gerard Klyn and Arthur Judkins.

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Our supply is adequate, in quality stock, covering these important departments:

Fruit Trees	Small Fruits
Deciduous Trees	Hardy Perennials
Evergreen Trees	Greenhouse and
Shrubs	Bedding Plants
Vines	Bulbs and Tubers
Evergreen Shrubs	SEEDS
Roses	

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We offer for Fall, 1936, and Spring, 1937, our usual line of

HARDY DECIDUOUS FLOWERING SHRUBS

HEDGE PLANTS, EVERGREENS

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Coming Meetings

Announcements of Approaching Events

PENNSYLVANIA MEETING.

The Pennsylvania Nurserymen's Association will meet at State College for the annual summer session, Tuesday and Wednesday, August 11 and 12.

A program of interest is being arranged, and all those who have not yet visited the college will have an opportunity to see what is being done there for agriculture and horticulture. Edwin Matthews.

VIRGINIA ANNUAL MEETING.

The fifth annual convention of the Virginia Nurserymen's Association will be held at Charlottesville, Va., August 17 and 18, at the Monticello hotel.

The officers are: President, T. D. Watkins, Midlothian; vice-president, Kenneth McDonald, Hampton; secretary-treasurer, Fred Shoosmith, Richmond. The executive committee includes the officers and L. L. Westcott, Falls Church.

SOUTHERN MEETING DATES.

August 26 and 27 are the dates and Miami, Fla., is the place of the annual convention of the Southern Nurserymen's Association. Headquarters will be the Columbus hotel; the Miami Biltmore hotel, which was originally decided on, will not open until November; hence the change in headquarters is necessary.

C. R. Stephens, of the Glen St. Mary Nurseries, Glen St. Mary, Fla., is chairman of the arrangements committee and has a full program of entertainment worked out. Details will be announced later by Secretary W. C. Daniels.

ALABAMA MEETING.

The Alabama State Nurserymen's Association, dormant for some five years, is to be revived at a meeting to be held Monday, August 31, at the Hotel Jefferson Davis, Montgomery, Ala. The association has been inactive, although it has maintained its organization, and it is hoped that this revival meeting will result in a strong state organization.

The program will be confined to one day, with two good speakers and the showing of pictures in color describing plant growth from the germination of the seed to the maturity of the fruit, which will be accompanied by sound. Full details of the program will be announced later.

PLAN NEW YORK MEETING.

The New York State Nurserymen's Association, through its president, W. J. Maloney, Dansville, has announced a summer meeting to be held on the grounds of the experiment station, at Geneva, Thursday, August 20. This meeting will follow an orchard tour of the New York State Horticultural Society to Waterport and vicinity, August 19, and the nurserymen and experiment station officials have extended

an invitation to the fruit growers to meet with them.

Work to be seen at the station will include the propagation of fruit trees, the raising of fruit stocks, and general nursery problems relating to the handling of nursery trees for orchard planting.

In addition to a discussion of strictly nursery problems, some time will also be devoted to ornamentals, new fruits developed at the station, and insect and disease control problems on ornamentals and fruit trees. The extensive landscaping that has been recently completed around the station grounds, as well as the large collection of varieties of hardy fruits, affords an abundance of material for study and comparison.

The details of the program are being arranged by Dr. H. B. Tukey, station horticulturist in charge of the nursery stock investigations.

GARDENERS' CONVENTION PLANS.

Those who attended the first Newark, N. J., convention of the National Association of Gardeners in 1912 will be guests of honor at the annual banquet of the association to be held at the Hotel Douglas, Newark, August 19, the second day of the twenty-sixth annual convention.

Prominent speakers of the three-day program include Mayor Meyer C. Ellenstein, Newark; Mrs. F. W. Goddard, president of the Garden Club of New Jersey; Walter E. Michel, past president of the New Jersey Florists' Association; Edward Phillips, president of the New Jersey Association of Nurserymen; W. R. Tracy, engineer and secretary of Union county park commission; Carl P. Witte, horticulturist of Essex county park commission, and Richard P. White, research specialist at the New Jersey agricultural experiment station. In addition to these speakers, who represent the horticultural side of things, the program will include several figures of national prominence.

At the conclusion of the business of the convention, the convention attendants will be given an opportunity to inspect the fine park systems of Essex and Union counties, and to visit Floram Park, the beautiful estate of Mrs. H. McK. Twombly, Convent, N. J.

NORWAY MAPLE

	Each	Per 10	Per 100
8 to 10-ft.	\$0.75	\$6.50	\$60.00
10 to 12-ft.	.90	8.50	75.00
1 1/2 to 2-in. cal.	1.10	10.00	85.00
2 to 2 1/2-in. cal.	1.65	15.00	135.00
2 1/2 to 3-in. cal.	2.25	20.00	185.00
3 to 4-in. cal.	3.75	35.00	

Write for copy of Complete Wholesale List.

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PLUM TREES

Varieties: Santa Rosa, Burbank, Meth-eley, Bruce, Wickson, Shiro. Munson, Excelsior. Grafted on plum stock.

Sizes: 3-ft. to 6-ft.

Prices: 10c to 20c.

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HEUCHERAS.

There has been a pronounced increase in the popularity of heucheras, or coral-bells, in late years. One or two hybridists are working on them, and some extra-fine varieties may be expected in the next few years. There are few hardy herbaceous perennials better adapted for cutting or more useful in floral work. For Memorial day bouquets, coral-bells are splendid. While June and early July is the period when they are seen at their best, they give a scattering of flowers all summer.

While red varieties are not popular in some hardy plants, in the case of heucheras they far outsell the pink sorts. From the old sanguinea have come such fine varieties as sanguinea superba, Petworth, Pluie de Feu, La Perle and others. Rosamonde is a splendid pink, being much superior to the older brizoides. There are also white varieties, but they are not of that pure color one likes to see and they do not appeal to anyone like the pink or red.

From winter-sown seeds, extra-fine flowering plants may be had the next season. Occasionally a few spikes are thrown the same year. All will not come true to color, but you will get many excellent forms, which can be marked, divided soon after flowering and watered until the divisions take hold, and another season these will be fine plants. In late fall, plants can be lifted and stored in a coldframe to protect them from severe freezing and, in early winter, carefully divided by hand or with a sharp knife. Placed in small pots, virtually every division will grow, and this is one of the best methods for getting a quick increase for spring sales. Late dividing of the clumps outdoors is always risky, as a large proportion of the divisions are almost sure to be winterkilled by being heaved out of the ground.

SPONTANEOUS combustion in the coal bin of Grover F. Renick's nursery, Kansas City, Mo., June 26, caused \$2,500 loss in the packing shed and \$1,000 in shrubs, bulbs and supplies. The damage was partly covered by insurance.

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CATALOGUE NURSERYMEN

please make note to catalogue the sensational new Boysenberry. We have plantings from the Atlantic to the Pacific and guarantee our plants and service to be the best. It will be very much to your advantage to make reservation of plants previous to September 1.

RANCHO VERDAD,

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..... a good supply of
SOUR and SWEET CHERRIES
APPLE — PEACH — PEAR
ORNAMENTALS — ROSES
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FRUIT TREE SEEDLINGS
DECIDUOUS SEEDLINGS

Write for new **TRADE LIST**,
 just off the press.

Will appreciate your **WANT**
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MOUNT ARBOR NURSERIES
 E. S. Welch, Pres. Shenandoah, Iowa
"One of America's Foremost Nurseries"

QUALITY LINING-OUT STOCK

Seedlings and transplants of 19 varieties
 of evergreens, maples, nut trees and fancy
 shrubs for fall delivery.

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Wholesale Growers
 342 Apple Ave. Nursery at
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JEWELL Wholesale

Hardy Minnesota-grown
 Nursery Stock and Liners

THE JEWELL NURSERY CO.
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WHOLESALE GROWERS

of a complete line of Nursery Stock in-
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Connecticut Valley Grown
 Seedlings - Rooted Cuttings
 Evergreen and Deciduous

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HILL'S EVERGREENS

Complete assortment of lining-out sizes
 Also larger grades for landscaping
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 EVERGREEN SPECIALISTS
 Largest Growers in America
 Box 402 DUNDEE, ILLINOIS

Canterbury Boxwood

Buxus suffruticosa and B. sempervirens.
 Selected uniform plants; bushy and foliaged to
 center; masses of fibrous roots. Finished speci-
 mens from 4 inches up, ready for quick shipment.
 Prices lower, plants larger. Ask for special list.
CANTERBURY NURSERIES, Inc., Box R, Easton, Md.

ORIENTAL POPPIES.

During the period that the large and
 gorgeous oriental poppies are in flower
 is the time when many can be sold.
 But that is a poor time to dig up
 field-grown plants. If they are cut
 close to the ground right after plant-
 ing, they may survive, but early
 August, while the plants are virtually
 dormant, is a much better time to move
 them. However, if a stock of plants
 of the varieties you grow is carried in
 pots, these being increased from root
 cuttings, a good business may be done
 in spring. Advise your clients that this
 is the safest and best method of han-
 dling these poppies, which planted at
 that season will bloom the next year.

Additional to the old orange red
 poppy, there are numerous named va-
 rieties offered today. For some of
 these, absurdly high prices are still
 being asked, but Olympia, double red;
 bracteatum; Parkmannii, the finest deep
 red of all; Perry's Pink; E. A. Bowles,
 lovely soft pink; Apricot Queen; Mrs.
 Perry; Perry's White; Salmon Queen,
 and others are offered at extremely low
 prices and can be profitably increased
 by means of root cuttings made in win-
 ter. These can be potted along and
 sold in late spring. Any unsold plants
 after June 15 are better planted out
 and grown along for stock.

Additional to the big oriental poppies,
 the smaller but more persistent-flower-
 ing Iceland poppies are worthy of in-
 creased attention.

In New England these began flower-
 ing at the end of April on plants win-
 tered outdoors, while on seedlings in
 pots, the seeds for which were sown in
 February, there were flowers early in
 June. There are some wonderfully im-
 proved strains of the Iceland poppy,
 such as the Gartref, Fakenham, Coonara
 and others, while it may be had in such
 separate colors as white, yellow, orange
 and tangerine.

These poppies flower over a long
 season. Seeds sown early in June will
 produce flowering plants in early fall,
 and it is easily possible to have Ice-
 land poppy flowers in the open from
 late April until November. By simply
 burning the ends of the stems after
 cutting, the flowers will stand up in
 water for several days in fine condition.

To SERVE the San Fernando valley sec-
 tion the California Rose Gardens Nur-
 sery has established a branch at North
 Hollywood, Cal.

FIRE caused by spontaneous combustion
 in a hayloft destroyed a barn, laundry,
 garage and tenant house on the prop-
 erty of S. D. Sayres, nurseryman, Des
 Moines, Ia., July 9. The loss was esti-
 mated at \$5,000, partially covered by
 insurance.

TWENTY-FOUR houses on Northern boule-
 vard, Roslyn, N. Y., were recently pur-
 chased from the New York state depart-
 ment of insurance by the Lewis & Val-
 entine Nursery, of that city, and were
 landscaped as a demonstration of land-
 scaping possibilities.

NORB BALZER, of the E. C. Balzer Nurs-
 ery, Spokane, Wash., is attending sum-
 mer school at Cornell University, Ithaca,
 N. Y., taking special advanced instruc-
 tion in landscape architecture. He and
 Mrs. Balzer intend inspecting some of
 the large nurseries and horticultural gar-
 dens in the middle west and east.

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NOVELTIES

ASK FOR
NEW ROSE BROADSIDE

in four colors

showing

1936 NOVELTIES

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NEW
LIBERAL GUARANTEE
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Nationally Advertised
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Wholesale Only

Our usual line of quality nursery
 stock, including Shade and Flower-
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 Roses.

Grown Right and Packed Right

*A card will bring our list of items
 that will make you some money.*

C. R. BURR & CO., INC.

MANCHESTER, CONN.

HEAVY SURPLUS ON SOME ITEMS

Write for Low Prices

Princeton Nurseries

of PRINCETON, N. J.

SUPERIOR

Hardy Ornamentals

Surplus and Want List Ready

WIRE, WRITE OR VISIT

KERR NURSERY COMPANY

P. O. Box 768

Sherman,

Texas

A. A. N. PRESIDENT'S ADDRESS.

(Continued from page 8.)

the members of the association who had already given considerable thought and study to the matter, an advisory committee consisting of Owen G. Wood and John Surtees was appointed to assist the executive committee. The revitalization committee thus formed has given considerable time and effort during the past year to the development of a workable plan for such a reorganization. Several meetings of the committee have been held, both in New York and Chicago, and there has been an immense amount of correspondence among members of the committee. The extensive report of the committee covering two such plans of reorganization, or rather one plan and a less intricate modification of that plan, will be presented. However, since much of the preliminary statistical work was handled through your president's office, I am taking the liberty of discussing some of the history and the statistical background of the plan that has been evolved, of discussing not the plan itself, but the theory and the attitude of mind back of the whole idea of reorganization, which in many ways seem to me to be much more important than the details of the plan itself.

Nation's Groups.

There are in the United States today something better than seventy general-purpose nursery trade organizations—local associations, state associations, regional associations, the American Association of Nurserymen. Except in a few instances, there is practically no definite connection between these associations. True, some thirty of them are affiliated with the American Association of Nurserymen, but that connection, even though it was strengthened by the revision of the constitution of our association at Cincinnati last summer, is still a vague and loose connection. Considering the way that these various associations have been developed and the reason for their organization, this fact perhaps is not to be wondered at. Each association has been started for some definite purpose to serve its own area—there has been no connected reason for the development of any two associations—no general movement of organization. The American Association of Nurserymen evolved itself out of a part of the Northwest Fruit Growers' Association just over sixty years ago. Some of the state and regional associations are of twenty or even twenty-five years' standing. Many are of much more recent organization. But there is no definite connection nor relationship between these various organizations. Each has gone its own way and tried to take care of its own problems without much reference to what the other associations were doing, and the American Association of Nurserymen, except in an indirect way, has never represented more than a small part, at least numerically, of the entire nursery industry.

When these associations were first organized, such a set-up worked out satisfactorily, but during the past few years, with the ever-increasing national problems to be considered by the industry as a whole and with the increasing concentration of governmental forces in Washington, there has been an increas-

ing necessity for a better national representation for the industry, with an increased desire on the part of the smaller associations for a determining voice in what that representation shall be. The result is a movement toward some form of vertical organization taking in, on a representative basis, all of the general trade organizations of the industry, a movement which has been given the rather doubtful name of the revitalization of the American Association of Nurserymen. Could we not better say the reorganization of the nursery trade associations?

Vertical Organization.

The first idea of a vertical organization of the nursery trade associations that I had presented to me came in a report of Owen G. Wood at the time that he was president of the Southern Association of Nurserymen, a number of years ago. He set up at that time a chart showing such an organization without detail of any kind.

While the matter was pretty generally discussed at that time, particularly in the east, nothing more was heard of it in an official way until the convention of the American Association of Nurserymen held in New York, in July, 1934, when it was again brought to the fore in an address made on the floor of the convention by a former member of the association. The plan presented at that time, and known as the Costich plan, proposed to do away entirely with the American Association of Nurserymen as at present constituted and to substitute a vertical organization based on a number of local associations to be formed in each state, with the representation of the local associations carried through the state associations and the regional associations to the national association. This plan made the national association entirely the creature of the local associations and entirely did away with that organization as we know it today, although at the same time it proposed to set up for the national association a large and powerful secretariat in Washington.

Only the broad theory of the plan was presented and a large committee,

half members of the American Association of Nurserymen and half nonmembers, was appointed to consider the matter and to make a report at the Cincinnati convention in 1935. But the funds of the American Association of Nurserymen were at that time practically depleted in an attempt to pay the bills of the nurserymen's national planning committee, and there was no money a year ago to finance a meeting of this large committee with members scattered all over the country. The sponsors did not attempt to work out any detailed plan among themselves, with the result that the committee had no report to make at Cincinnati. With the chairman of the committee not present, it devolved on Owen G. Wood and a few other members of the committee to try to work out some report while in Cincinnati, but, with nothing to work on, the time was too short, and the only thing accomplished was a change in the constitution of the association which gave the affiliated associations greater voting representation and tied them more closely to the American Association of Nurserymen. It all ended at Cincinnati with a motion by Robert Pyle, made in the interests of economy, to instruct the executive committee to prepare a detailed plan of reorganization to be presented at this convention.

Need for Statistics.

One of the first things that became apparent when your committee started on this work was the necessity of more accurate statistics than were then available. A study of existing organizations in the industry was immediately started, with an idea of determining how many nurserymen were interested in the membership in the various local, state and regional associations then existing, just what the distribution of that membership was and just how much money the nurserymen were spending in the organization work of these various associations.

Questionnaires were sent out to some

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	Per 10	Per 100
Anemone blanda, bulbs.....	\$1.75	\$15.00
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Lewisia Twoedyl.....	3.50	25.00
Lilium pardalinum giganteum; see list.		
Meconopsis Baileyi, Blue Poppy.....	3.00	25.00
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Dicentra spectabilis, Phlox, Primula, Saxifrage and Sempervivum among our specialties.

WM. BORSCH & SON, Inc.

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500 VARIETIES of IRISES \$50.00

Assorted colors — Retail prices up to \$1.

250 VARIETIES of PEONIES \$65.00

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Have Cash coming in Every Month. Send for Catalogue of 764 varieties of Irises and 515 varieties of Peonies.

C. F. WASSERBERG, VAN WERT, OHIO

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Best Varieties. Attractive Prices. Fine Quality Roots, liberally graded. 25th Annual Catalogue ready.

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Growers of Fine Peonies since 1911
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and all other types

New Hybrid Lilacs - Fine Evergreens

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Dakota

25,000 CHERRY, Montmorency and Early Richmond, 2-year, XX and 18 inch.
5,000 SPIRÆA, Vanhouttei, 3 to 4 feet and 4 to 5 feet.
25,000 ELMS, American, Vase and Mo-line, transplanted, up to 4 inches.
10,000 MAPLE, Norway, transplanted, up to 2½ inches.
1,000 ARBOR-VITÆ, Pyramidalis, up to 5 feet.
400 FINE, Mugho, from 2 to 4 feet.
1,000 SPRUCE, Norway, sheared, none better, 3 to 5 feet.
600 JUNIPER, Pfitzer's, 5 to 8 feet spread, beauties.
1,000 ARBOR-VITÆ, American, and RETINOSPORA, 4 to 7 feet.
Send for list on many other items.

C. M. HOBBS & SONS, Inc.
Bridgeport, Indiana

Largest Nursery in Indiana. Established 1875.

Evergreens, Broad-leaved Evergreens, Deciduous and Ornamental Trees, Flowering Shrubs, Barberry, Privet, Hardy Perennials and Rock Plants - - Fruit Trees and Small Fruits - - Lining-out Stock.

PEACH TREES

A fine general line, including a large supply of Elberta, Golden Jubilee and South Haven.

Write for quotations and our Wholesale Trade List.

The WESTMINSTER NURSERY
Established 1893 Westminster, Maryland

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Maple, in assortment for Parks, Cemeteries, Subdivisions and Landscape Work. Birch in variety. Hawthorn and other Ornamental and Shade Trees.

Seedlings, Fruit and Shade Trees, in assortment.

Ample and Complete Stocks.

Car lot shipments at reasonable freight rates.



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For Seventy years growers of Quality Evergreens Lining Out Stock a Specialty Write for Trade List

EVERGREEN NURSERY CO.
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CONTRACT with us for your PEACH TREES

Now Booking Contracts for Fall
HOWARD—HICKORY CO.
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PEACH PITS OUR PITS COMPARE FAVORABLY WITH THE BEST

HOGANSVILLE NURSERIES
Hogansville, Georgia

seventy organizations, of which twenty-nine were then affiliated with the American Association of Nurserymen. Those twenty-nine associations reported a total membership of 1,801, but a study of the individual membership of these associations reduced this figure, through the elimination of duplications, etc., to 1,364, a reduction of a little better than twenty-one per cent. Adding to this figure fifty-six members of the American Association of Nurserymen who were not members of any of the affiliated organizations, the total number of nursery firms interested in the American Association of Nurserymen, either by direct membership or through membership in affiliated organizations, was determined as 1,420. The total budget of the affiliated organizations was slightly less than \$15,000 per year, which meant that the American Association of Nurserymen and its affiliated associations were spending during the year 1935-36 less than \$23,000 on organization work.

Smaller Associations.

Of the remaining organizations with which contact was attempted, three formed the Allied Retail Association, fourteen were reported inoperative, eight failed to reply to five letters and sixteen reported a total membership of approximately 800, with a total budget for the year of approximately \$1,800. One of these organizations, with a total membership of about 400, mostly florists, was reported "not as active as we wish it were." There are three or four small but active associations in the group, with dues averaging about \$5 per year, but a study of the total figures of that group and the group of affiliated associations shows that most of the activity, as well as most of the financial ability, is in the affiliated group.

There are two things that I should like to take time to point out. The first is the number of nurserymen actually interested in these seventy associations—some 2,200. We can readily recognize that there are undoubtedly many more nurserymen who should be included if we are to have an organization that would include all of the nurserymen who might be eligible for such membership, but at the same time we all know that such a complete membership will never be attained. Your executive committee, after careful study, believes that a membership of 2,500 in the various affiliated associations is the ultimate that can be expected. Such a figure should be taken into consideration when we talk of huge accomplishments from a large membership at nominal dues. Previous figures used as to the number of nurserymen available for membership in a comprehensive organization were from 7,000 to 7,500, but the studies which have been made of this matter would indicate that those figures are at least three times too high.

Little Spent on Organization.

The second thing about the report to which I should like to call attention is the pitifully small amount that the nurserymen of this country are spending on organization work today—less than \$25,000 for all associations from a total interested membership of slightly over 2,200. If the reorganized

PRUNUS MAHALEB

1936 Crop Imported
Finest Quality
August Arrival

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MORUS NIGRA

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Foreign-grown Tree Seeds

Forget-Me-Not Brand
RAFFIA
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Dr. L. C. Chadwick's articles on "Improved Practices in Propagation by Seed," reprinted from The American Nurseryman.

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Write for free Tree and Shrub Seed Catalogue containing flower and vegetable seeds attractively priced.

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Fruit, Shade, Flowering Ornamental Trees, Fruit-tree Seedlings, Roses, Etc.
Very complete line of quality stock

COLORADO SPRUCE

Largest growers in Central Minnesota. Transplanted Liners, etc.
Also other Evergreens and Perennials.
Good Stock, Priced Right.

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NURSERY TOOLS

Nursery Spades, Kunde Knives and Pruning Shears, Budding and Grafting Supplies. Free 88-page Catalogue.

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Piqua - Ohio

national association were to do all of the things which it has been proposed that it should do, that association alone would require a budget twice that figure, to which would have to be added the finances to cover the increased activities of the affiliated associations. It is an old saying that we get what we pay for in this world. The more I look at these figures the more I wonder how nursery associations do accomplish all of the things that they do. The answer is that it is done through the sacrifice of time and effort by the individuals who really have the interests of the association at heart. It can be seen in the work of this and all of the other associations. But we must remember that when we expand these activities, the additional work cannot be piled on top of the work which these individuals are already doing. It must be paid for, and that means that we must not talk of extensively increased activities and nominal dues in the same breath.

Costich Plan.

Up until the time of the Cincinnati convention, the only plan of reorganization which had been offered was the Costich plan, which was offered only in its broader principles and without any attempt at detail, at the New York convention, in 1934. This proposed plan was a set-up based on local associations, which, through the delegation of power to the larger associations, banded themselves into state and regional associations, which in turn would form the national association. All of this was based on membership in the local associations, membership in the larger associations being by delegation of authority from the local associations.

John Surtees, early in the fall of 1935, attempted to work out the details of such a plan, but soon became involved in several difficulties that made it evident that this type of set-up was not feasible for the nursery industry over the country as a whole. Chief of these difficulties was the fact that there was a great difference in the extent of organization and the possibility of organization in the various parts of the country. Local organizations are at present confined and seem practicable almost exclusively in the more thickly populated areas along the eastern seaboard, and only a little over half of the states even have going state organizations, some of them none too strong. Several large areas are represented by strong regional associations, with only scattering state associations through their areas. In other words, an organization based on local associations patently would be workable only in three or four states at most and, if based on state associations, would fit only about half of the states of the country.

With Charter.

It soon became evident to the committee that it would be practically impossible to develop a workable plan based on this theory which would fit the necessities of the country as a whole. Mr. Surtees then turned to an entirely different type of vertical organization, in which the national association became the basis of the organization, and the membership and affiliation of the other organizations was obtained through charter from the national association. It can readily be

seen that this type of vertical association will permit of a varied extent of organization in the various areas of the country as the possibilities and necessities of those areas might require.

Where local associations are practicable, these can be the smaller units and can be included as parts of the state, regional and the national associations; where state organizations are the smallest practicable units, they can easily be included without the necessity of organizing local associations, and in areas where the regional association is the smallest practical unit, such associations can also join on an even footing with the other areas. Mr. Surtees finally worked out in detail such a plan for the reorganization of the nursery trade associations and presented it to the executive committee. This plan, now known as the Surtees plan, was first discussed and amended by a small committee, which met in New York early in January, at which Mr. Surtees and Mr. Wood were present and the executive committee was represented by Donald D. Wyman, Lester Lovett and your president.

Chicago Revisions.

From that meeting the plan was taken to a full meeting of the executive committee at Chicago, where a second revised and amended plan was developed, differing in detail only, though reflecting a considerable difference in policy. In the first place, this meeting felt that the New York plan, ideal as it unquestionably was in this regard, was too exacting in some of its details of control of the smaller organizations and modified the suggested procedure materially in this regard, giving the smaller organizations considerably more self-control. It also felt that the reorganization of the association along vertical lines with a large membership, even if only at nominal dues, was more important than the immediate financial strength of the reorganized set-up; that an accomplished reorganization of that type with a large membership could then gradually be built up in its financial structure to the place where it would be able to make the proposed expansion in activities. It felt that the dues schedule as set up at

AMERICAN NURSERYMAN

New York, nominal as it was in comparison to the dues of most national trade associations, was, nevertheless, too much of a change from the small association dues that most nurserymen were paying and might easily jeopardize the acceptance of the entire plan of reorganization by enough of the local and state associations for the plan to be put in operation.

But those details will be discussed with the report of the revitalization committee, as it is these two revisions of the Surtees plan which are offered to you in the report of that committee. In studying these plans, it should be remembered that an acceptable plan which will be ratified by a sufficiently large number of associations to make it effective will necessarily have to be a compromise which will look to the best interests of the trade and of the trade associations over the country as a whole, and will not necessarily cater entirely to the interests and desires of one group within the industry.

The more your executive committee has studied this matter of reorganization, the more logical it seems that some type of vertical reorganization would be of great advantage to the nursery trade. It was, therefore, with considerable concern, after the printing of the two proposed plans in the trade papers in March, that the committee found an apparent loss of interest in the entire matter. It will interest you to know that not one word has been received by any officers of the association or members of the committee in comment upon these plans since they were printed.

NURSERIES have been established in Los Angeles, Cal., by George I. Gray, at 2628 West Eighth street, and by S. Oda, at 529 East Manchester avenue.

MARTIN HOLMASON, who has built up a large nursery on the outskirts of Canby, Ore., since leasing the place last October, intends to build about October 1 a shed that will take care of the packing and sorting now done in Portland. The main part of his nurseries is at Yakima, Wash., in charge of his brother, while the headquarters and distribution center are at Portland.

ATTENTION NURSERYMEN!

Spray with, and recommend



**IMP.
SOAP
SPRAY**

Use 1 part with 25 to 40 parts of water

Ask your nearest seedsman, or write for literature.

THE AMERICAN COLOR AND CHEMICAL CO.

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KILL WEEDS with FIRE

Aerol Burner positively kills ALL weeds—once and for all! Used by thousands of practical nurserymen, gardeners and florists to sterilize soil, burn tree stumps, destroy insect pests, fungus and 101 other uses. Easy to use, economical.

ABSOLUTELY SAFE!
One-year guarantee.
Write for Free Folder 183N.

AEROL BURNER CO., INC.
WEST NEW YORK
NEW JERSEY



FREE TRIAL

OBITUARY.

Fletcher Bohlender.

Fletcher Bohlender, of the Bohlender Nurseries Co., Tipppecanoe City, O., died early July 13 at the Good Samaritan hospital in Dayton. His sudden death followed an emergency abdominal operation. He was 60 years of age and had spent his entire life in the nursery business, being head of the Bohlender nurseries for many years. Funeral services were held Wednesday afternoon, July 15, at the Bohlender residence in Tipppecanoe City.

Mr. Bohlender was well known at the conventions of many nursery associations, particularly in the middle west, and will be greatly missed. Surviving him are his widow, Mary; a son; one brother, Dr. Edward Bohlender, Dayton; a brother in California, and two sisters, Mrs. Harry Kyle and Mrs. Willis Athey, Tipppecanoe City.

Robert W. Bignell.

The owner and manager of the Summer Nursery, Robert W. Bignell, Puyallup, Wash., died June 26 at his North Puyallup home. Mr. Bignell was 67 years of age and had lived in Washington for thirty-five years and in Puyallup for ten. He was well known to all orchardists of the Puyallup valley. His advice had been sought by most of the growers on problems arising in the fruit-growing industry. His funeral was June 29, with burial in the family plot in Evergreen cemetery, Everett.

William C. Barry.

William C. Barry, a member of an old nursery family at Rochester, N. Y., and a prominent business man of that city, died July 4 in the Good Samaritan hospital, Watertown, N. Y., of pneumonia contracted on a fishing expedition. He was 61 years old.

Mr. Barry's grandfather, Patrick Barry, was one of the founders of the old nursery firm of Ellwanger & Barry. His father, William C. Barry, was president of this firm when it, with others, presented to Rochester the land which now constitutes Highland park. Mr. Barry, himself, born in Rochester, studied at the University of Rochester from 1895 to 1897 before joining the firm in the latter year. The firm was later succeeded by the Ellwanger & Barry Realty Co., which has of late years developed much of the remaining property of the nursery company into residential sections and of which Mr. Barry was president at the time of his death.

Mr. Barry was also president of the Monroe County Savings bank and a member of the executive committee of the Rochester Trust & Safe Deposit Co. During the World war he was a major in the New York national guard. He is survived by his widow, three sons, a sister and two brothers, all of Rochester.

William Pitkin.

Long an active figure in formulating the legislative policies of the American Association of Nurserymen and one of the best posted men in the industry, William Pitkin, president of the Chase Bros. Co., Rochester, N. Y., died Tuesday morning, July 21.

Gaining a legal training, Mr. Pitkin put to extremely practical use in the

SPHAGNUM MOSS



New Crop!

It doesn't pay to buy poor, "woody" Moss. Our high quality is the most economical for nursery use. Full value in each bale.

Carefully selected. Finest quality. Free from sticks and other refuse. Gathered from the finest swamps.

Tightly packed in full size bales.

	F.o.b. Chicago	F.o.b. Wisconsin Woods
1 to 9 bales.....each,	\$0.85	
10 to 24 bales.....each,	.80	\$0.70
25 to 99 bales.....each,	.75	.65
100 or more bales.....each,	.72	.62
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Principals only considered. Write owner for full details. Box 727, Orinda, Calif.

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Floyd Bass Peony Farm, New Augusta, Ind.

The Lissadell list of 1935 harvested alpine and herbaceous seeds has now been posted to customers. Further copies are available for those who write.
Manager, Lissadell, Sligo, Irish Free State.

Daffodils, superior quality bulbs, field-run stock; special price for July and August only. Van Waveren's Giant, \$17.00; King Alfred, \$9.50; Golden Spur, \$9.00; Victoria, \$6.00 per bulb. Vito Conenna Bulb Farm, Snohomish, Wash.

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nursery trade a considerable ability as a lawyer. Keen in business, he was an important factor in directing the development of the firm of which he eventually became the head. The Chase Bros. Co., moved to Rochester from Maine in 1868 by Ethan and Lewis Chase, was one of the first of the nurseries to be located in what subsequently became a major nursery center of the country. In the following years, the firm has achieved a leading position in the industry nationally.

Mr. Pitkin was in great demand, because of both his trade and legal experience, for committee service in various nurserymen's associations. In 1901 he was elected for three years to the executive committee of the American Association of Nurserymen. In 1905 he started his many years of service on the legislative committee of the same organization. His qualifications were also recognized in his later appointment to the committee on federal and state nurseries. He was similarly free with his aid in the New York State Nurserymen's Association, where he was a member of the legislative committee, spending much time in contacting the state legislators on matters that affected the industry vitally.

REPORT FROM McMINNVILLE.

Conditions this season at McMinnville, Tenn., an important nursery center, are reported by J. R. Boyd, president of the Forest Nursery Co., as follows:

"We had a satisfactory business the past season as far as sales were concerned and considering the weather we had. We were completely tied up during January and February with snow and ice and subzero weather, which did considerable damage to some varieties of stock. This was followed by continuous rains through March and up to April 10. The rain stopped, and the weather turned hot. With these conditions, our selling season was cut short, and our business was naturally cut down somewhat from the preceding year. But with everything considered, we were well pleased with the final results.

"Due to the continued bad weather, we were late with spring plantings. With practically no rain from early April until July 1, we have poor stands of most items, especially tree and shrub seedlings and cuttings. However, two-year stock has made a fairly good growth. Probably a partial crop failure will help to raise prices, which have been entirely too low for the past few years. As we see it, the general supply of nursery stock, both ornamentals and fruits, will not be so plentiful in this section as it has been in the past few years."

A NURSERY to be known as the Twin Pine Rock Gardens is being established at 186 South street, Randolph, Mass., by Mrs. Harry C. Isaac.

THE Lakeview Nursery & Floral Co., Miami, Okla., has engaged Miss Dorothy Adams, formerly with Christina's Flower Shop, Tulsa, as manager of its floral department.

THE Fike Nursery Co., Council Grove, Kan., has been dissolved, and the business is now being operated as the Fike Iris Gardens, specializing in irises, peonies and ornamental shrubs.

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AUGUST 1, 1936

23

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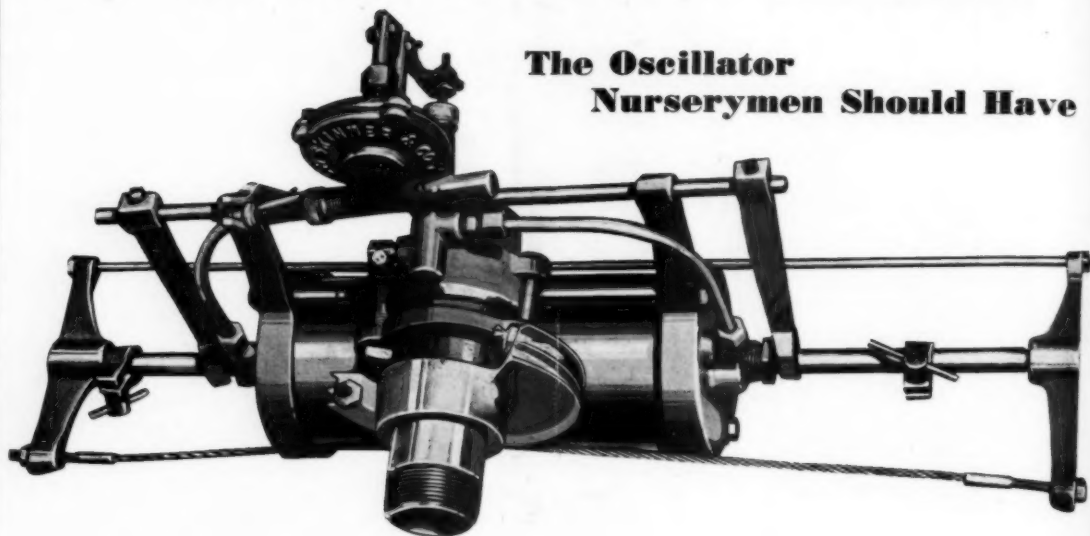
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No. 1, with 4-inch cylinder, is 20 per cent more powerful than last year's model. It is designed for 1¼ and 1½-inch lines, and is listed at \$25.00.

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No. 3, with 2¼-inch cylinder, designed for 1-inch lines, is listed at \$18.00.

These list prices are subject to a 10 per cent discount, with free delivery to any point east of the Rocky Mountains, when cash accompanies order. These oscillators are unexcelled in design, quality of materials and excellence of workmanship.

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